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EDITORIAL.

"PROFITABLE POLICIES."

Under this title we present on another page this month a suggestive and practical article from the pen of a Canadian pharmacist—Mr. Allan Turner, of Brockville, Ontario. Mr. Turner enumerates some of the things which in his opinion prevent the drug business from being as profitable as it otherwise might be and once was, and in order that these obstacles may be overcome he recommends druggists to (*a*) make their preparations instead of buying them from the manufacturing pharmacist, and (*b*) to secure the prescription business of physicians, or, failing that, to sell them the goods which they insist on dispensing themselves.

Considering the last recommendation first, we have only to say that Mr. Turner's advice is the advice of all druggists who have worked out their own trade salvation; that he presents the case clearly and with interest; and that he makes a number of practical suggestions which can only prove most helpful to pharmacists everywhere.

Turning now to Mr. Turner's first proposition, we are not sure that he is so incontestably in the right. At least there is room for difference of opinion. He declares that the pharmacist can make the great majority of his tinctures, his fluid extracts, his elixirs, and his numerous other preparations cheaper than he can buy them. But can he? Here is what was said recently in *Merck's Report* by John Postance, Jr., of Cleveland, Ohio:

> Does it yield us any more profit at all in the long run, all things considered [to make our own preparations]; and if so, is the difference in profit large enough to warrant the expenditure of valuable time and worry on our part? Have you ever taken the trouble to figure out the exact cost to you of the manufacture of a certain quantity of any particular preparation? Figure on the cost of the drug, menstruum, etc., and don't forget the necessary losses by evaporation, expression, etc. Then deduct the cost by home manufacture from the list price of some manufacturing chemist. Did it pay you for your trouble, and is your preparation of any more accuracy than his article? If so, proceed to make particular preparations that yield you sufficient profit and purchase the ones that do not. In figuring on the cost of production, don't fail to allow for an occasional upsetting of a percolator or the smashing of a few pieces of apparatus by that necessary evil, the "apothecary's boy." If you are selling an immense quantity of a certain tincture or fluid extract, it may or may not pay to make it yourself. On the other hand, if any quantity from a quarter- to a one-pound bottle is sufficient for your needs for a reasonable length of time, I can't for my part see the sense in making it.
>
> The manufacturing chemist has the facilities for making these goods in immense quantities and with accuracy. He is able to buy a carload of stock where we buy a pound. His crude stock is used while in its best condition; ours lies about for months, perhaps years, and goodness knows that doesn't generally add to its value. And, above all, his work is in charge of men of experience, whose business it is to do nothing other than endeavor to turn out a perfect product. By purchasing their supplies on a very large scale, they can thus place their goods on the market at a reasonable percentage of profit. This sketch was not written for the purpose of plugging for their wares, but from extensive observation along this line, and from a liberal use of pencil and paper with regard to the financial end of it.

Not only can the manufacturing pharmacist make goods far cheaper than the retailer; he can also make them far better. This is an age in pharmacy of standardization, of exact medication; and perfection is called for to an extent which is beyond

the accomplishment of the small dealer and operator.

There is no doubt that perishable products like syrups, aromatic waters, diluted acids, and many others that could be mentioned, should be made by the pharmacist himself. There *is* doubt, to say the very least, whether he should likewise make the great majority of the pharmaceuticals which comprise his stock in general. Apart from the question of cost, apart from the question of superiority, would not the pharmacist be wiser to concentrate his efforts in carrying out Mr. Turner's second recommendation—in finding or creating a market for his goods? Wouldn't this yield him far larger returns for the time involved, even granting that manufacturing might bring him some slight gain in itself?

As for the objection that pharmacists are losing their birthright in permitting others to do the manufacturing which they formerly did themselves, this seems to us based upon a misreading of the situation. To-day is a day of specialism in all branches of industrial and commercial effort. Every occupation is being clipped off here and there, and is losing much that it once possessed. Out of the one profession of medicine as it existed years ago a dozen subprofessions have developed; but is medicine itself—the parent occupation—any the less a profession for this change? Freed of certain duties, has it not perfected itself by concentration of effort? Pharmacy has likewise lost much of its earlier possessions, but this will only give it better opportunity to obey the command of the times and itself become specialized. More and more as the State exacts greater competency from the professional man the pharmacist is held to be one who, regardless of whether he makes his own preparations or not, must examine these preparations and be responsible for their character, and must, in addition, be able to combine and dispense them scientificially and intelligently. This is the direction in which the pharmacist of the future will progress; and he would be wise to place himself in harmony with his own evolution instead of in opposition to it.

THE FACTS ARE PLAIN.

We called attention last month to the establishment of the new Drug Laboratory in Washington, and expressed the opinion that such an institution has been rendered a necessity by reason of the extent to which medicaments are adulterated and cheapened. Perhaps the most comprehensive and conclusive set of findings shown recently is to be found in the report rendered at the Philadelphia meeting by the A. Ph. A. Committee on the Drug Market. Asafetida was found invariably mixed with earthy or mineral matter; acetic ether, labeled "absolute," assayed 86 instead of 98 per cent; much of the tannic acid examined was not U. S. P. in quality; bloodroot was mixed with the root of Helonias Dioica; creosote is often of the coal-tar variety; golden-seal frequently contains large quantities of serpentaria rhizome; "oil of almonds" is almost always oil of peach or apricot kernels; oil of cedar is largely composed of turpentine; scammony resin was found to be adulterated with resin of guaiac—and so on, *ad infinitum.* Do not these findings indicate that every possible agency should be called into requisition in order that sophistication may be eliminated from the equation?

UNIFORM PRESCRIPTION PRICES.

If there were some system or some omniscience by means of which different druggists in a town could charge the same price for a given prescription a considerable amount of harm would be prevented that otherwise often results. It is the difference in prices charged by different druggists, particularly for prescriptions, which lends color to the ancient superstition that pharmacists make extortionate profits and exploit a long-suffering public to the limit. It is a bad thing when a customer is charged appreciably more for a prescription in one store than in another.

At this year's meeting of the Minnesota Pharmaceutical Association, Chairman Eckstein, of the Committee on Trades Interests, gave several instances where a great discrepancy in price had occurred, and declared that some effort should be made towards bringing about a uniformity of price in all sections of the State.

> I suggest [said Mr. Eckstein] that in order to exterminate such practices this association prepare a schedule of prices on prescriptions and prescription work, one which is consistent, fair, and not exorbitant. Sizes and quantities, as well as cost and time required in preparing any given prescription, should be the basis for the rating. The N. A. R. D. has a price list and guide on drugs and sundries, but prescription work is not touched upon. You may declare that the local organizations should act upon this, but permit me to suggest that if action comes from the State association all local and county organizations will promptly bring themselves into conformance; while otherwise the action of local societies will never be concerted and must necessarily result in confusion and failure.

There can be no doubt that great good would result if every State association were to prepare a schedule, and this schedule were to be adopted in turn by each local body within the State. Such a

degree of concerted action, however, may perhaps not be possible just at present. Pharmacists have not yet learned well enough the lesson of coöperation. In any event no action could be taken for some months, inasmuch as the State association season for 1903 is yet some distance off. Meanwhile, in view of these circumstances, local associations should take the matter up and put a prescription price schedule into effect. Thanks to the N. A. R. D., uniform prices are now established in many places, not alone on patents, but likewise on drugs and sundries. Another step should be taken and prescriptions included. It will of course not be possible to secure with prescriptions as exact a uniformity in price as with patents and other things; but approximate results can certainly be achieved.

THE OLD AND THE NEW.

January is the month when one naturally looks back upon the year just past, and makes resolves and preparations for the year just appearing. The BULLETIN is no exception to the rule, and has been undergoing the same universal experience. As we think of the 1902 volume of the journal we cannot repress a strong feeling of pleasure at many things—at the generous support we have received, at the kind words of praise our readers have showered upon us, and especially at the practical assistance which they have rendered. Touching this last point, we may say that we have constantly aimed to convert our readers into one great family for mutual pleasure and helpfulness—to make our pages a medium wherein they could exchange their ideas, their experiences, and their suggestions. And this aim has been brought nearer to realization during the past year than ever before, in evidence of which we have only to point to the great success of our "camp-fire" series of reminiscences, to the amusing orders received by druggists from illiterate people and reproduced in our pages in facsimile, and to the helpful and interesting department of "Letters"—a department which has become one of the strongest in the journal.

Looking ahead to the new year, we want first to express the hope that the BULLETIN Family will become more of a reality than ever during 1903; and we grasp this occasion to urge our readers warmly to send us the things of interest and helpfulness which develop in their daily experiences behind the counter. As to our plans for the new year, we may not weary our readers by going into detail further than to say that we already have on hand or in sight a great variety of illustrated articles, clever window displays, pictures of handsome stores, practical and suggestive papers, and useful and interesting material generally. To have each number of the BULLETIN better than the preceding one—this is our ambition; and we hope it will be realized more satisfactorily in 1903 than ever before.

PEACE RESTORED IN THE BULLETIN FAMILY.

In this issue of the BULLETIN the editors are able to reëstablish a feature which became very popular with the readers of the journal during its appearance a year and more ago — Professor Ruddiman's "Whys in Pharmacy." The former series ran through nine or ten issues, beginning in June, 1901, and ending in February, 1902. This was a much longer time than articles commonly run in trade journals, and, although many commendatory letters had been received, neither the editors nor the author felt justified in continuing the series. No sooner, however, did the "Whys" fail to appear than numbers of protesting letters began to reach the BULLETIN office, and ere many days went by we discovered that we had encroached upon one of the inalienable rights of our constituency! Desiring to restore to our readers the privilege which had innocently been taken away from them, we besought Professor Ruddiman to come to our rescue. This he has now done; a new series of "Whys" is begun in the present issue; and we trust that peace and content will now reign supreme in the BULLETIN family!

PROF. EDSEL A. RUDDIMAN.

For the first time since we began the series last July, we have no Camp-Fire tales for our readers this month. The blaze has suddenly died down; the story-tellers have fallen into a doze. Next month we want the embers stirred up vigorously, fresh wood thrown on the fire, and the raconteurs of the BULLETIN Family entertaining one another as before with the interesting experiences which fall to their lot. Come now! Don't let anybody wait for the others to begin! Let him take the initiative himself! If a considerable number of readers will but do this we shall be able to start the series again next month with a rush. Otherwise everybody will be waiting for everybody else, and nothing will be done. Let each BULLETIN reader feel that this appeal is made to him directly and personally!

THE OBSERVER'S COLUMN.

One of the commonplaces of expression is that "great minds run in the same channel;" and it has often been pointed out that brilliant discoveries and theories have simultaneously emanated from two great thinkers—such, for instance, as the independent but synchronous conception of the principle of "natural selection" by Darwin and Wallace. The force of this familiar truth has been strikingly brought home to the Observer within the last few days. He decided a week or more ago, as the result of an experience one afternoon, to speak his mind somewhat freely concerning a certain drug-store evil which has caused him many a heart burning; but within the next day or two, before he had found time or mood to put pen to paper, he ran across an exposure of this very same evil fresh from the printing press!

The *Southern Drug Journal* has a clever department which it calls the "Kickers' Kollum;" and it was the first communication in this department which took the wind so completely out of the Observer's sails:

> To the Kicking Editor: I have been patiently waiting to have some one kick hard and strenuously against the druggist or the drug clerk who will insist on going around in his shirt-sleeves. Since no one has arisen to this task I shall have to buckle on my mule's armor and make a few backward passes myself. For there is nothing in the whole category of drug-store evils which so arouses my indignation. Gum chewing? Why, a gum chewer is a silk-hatted and frock-coated gentleman beside the shiftless, careless, aimless wretch that goes around in his shirt-sleeves and "waits on" respectable folk! The beer-drinking clerk? He is bad enough, I warrant, but he at least practices his vice out of sight, and doesn't flaunt his evil ways in the faces of his customers.
>
> Gather together, all ye kickers—here is something worthy of your hoofs.
>
> A long kick, a hard kick, and a kick all together, and this abomination can be kicked off the face of the earth. As a practical means of reform, I suggest that there be formed a "Kickers' League Against the Shirt-Sleeve Nuisance," that some strenuous kicker like Brer Hays be made president, and that every member bind himself on oath to administer a vigorous kick to the proper anatomical region of the first drug clerk that blithely comes forward to wait on him in his shirt-sleeves.
>
> AN AMBITIOUS REFORMER.

Perhaps it is just as well, after all, that another pen than the Observer's performed this task. The enormity of the evil is such that it called for vigorous remedies; and the "Ambitious Reformer" has gone at the thing with a burning pungency, he has poured out the vials of his scorn with a lavish profusion, which would be quite out of the question for the ordinarily calm and gentle Observer, however much indignation he might have succeeded in developing for the occasion.

Anticipated in his attempt, it only remains for the Observer to say a hearty amen to the words of the "Ambitious Reformer." They should be taken to heart by every guilty proprietor or clerk. Every culprit should be made to see the enormity of his offense. He should realize that to appear before the public in his shirt-sleeves is to exhibit a lack of self-respect; that to serve a lady while in this condition is to show her a lack of courtesy which she will be quick to resent by taking her trade elsewhere; and that to go about one's business without one's coat is not a whit less distasteful than for a minister to strip his off before he begins his sermon!

There! the Observer has done his duty, although it has cost him some pain; and he is now quite thankful to the "Ambitious Reformer" for rendering him so much assistance.

THE MONTH.

PROGRESS OF THE CONTRACT PLAN.

It now seems likely that the "direct-contract and serial-numbering plan" will be put into general effect by the N. A. R. D. before many weeks. Indeed, at least one proprietor has already adopted the plan, and it is announced that on a date not later than January 15 contracts will be sent by him to all jobbers and retailers in good standing for their signatures. The "N. A. R. D. Notes" points out that the movement is now "up to the retailers!" If they fail to give the contract plan that hearty and universal support which is so necessary, "the cause will receive a setback that will doubtless prove disastrous." Last month a strong letter was sent to every proprietor urging his adoption of the contract plan. It was declared with conviction that the serial-numbering feature of the plan is an absolute necessity. "The offender must be caught before he can be punished, and serial numbering is the only method by which the proper persons can be disciplined." The answers which the proprietors make to this letter will determine just how general will be the application of the plan.

* * *

THE PLAN ITSELF.

Referring again to this letter sent out from the N. A. R. D. headquarters to the proprietors, asking their adoption of the contract plan, it may be stated that sample contracts were enclosed. These are

interesting and important. Unlike the old Worcester plan, the contracts made by the retailer will be *direct* in every case—that is, with the proprietor himself, and not through the medium of the jobber. Before the jobber can secure goods of the proprietor, he signs a contract to (1) sell the goods only to such dealers as are designated by the proprietor, and not to (2) sell them at less than the lowest stipulated jobbing prices. Before the retailer can in turn secure goods of the jobber, he must have gained a place upon this designated list; and in order to do this he must have signed a direct contract with the proprietor promising that he will not sell any of the proprietor's goods to any person, firm, or corporation at less than the stipulated retail prices, these prices probably to be full prices in nearly, if not in all, cases. Lest the plan be evaded by indirection, it is declared that the contract will be considered violated if the trading-stamp or other schemes are resorted to. The jobber's contract provides liquidated damages to the extent of $96 for each violation of contract, while this sum in the instance of the retailer will be just half this amount—$48. And violations will be readily detected through the serial-numbering feature of the plan, which will enable the goods to be traced.

* * *

SUCCESS OF THE CANADA PLAN.

It is believed that this amended "direct-contract and serial-numbering plan" overcomes the defects of previous contract schemes. A plan practically identical has now been in force in Canada for perhaps a year, and so far has proved a success. In his letter to the proprietors, Secretary Wooten pointed out that "the pleasing spectacle is now presented in Canada of standard proprietaries selling universally at full prices. Though the plan has been operated but a short time, and applies as yet to only a few lines, enough has been observed of its workings to convince the most skeptical that it has sounded the death knell of price demoralization and so-called substitution." * * * While speaking of N. A. R. D. matters, we may grasp this opportunity to report that the two jobbing houses in New York which were mentioned in last month's BULLETIN as being under discipline have now been reinstated. The National Executive Committee announces that "it has received satisfactory assurances" from the recalcitrants that the interests of the N. A. R. D. will hereafter be upheld; and the trade is exhorted to forget and forgive. Meanwhile, however, the L. Dandelin Co., proprietors of "Blood Wine," are declared by the "N. A. R. D. Notes" to be under discipline.

* * *

KINGS COUNTY VS. THE N. A. R. D.

So far as we know, the local associations comprised in the membership of the N. A. R. D. have not been disposed to grumble at the increase in dues voted by the Cleveland convention. It has been generally recognized that in order to do good work the N. A. R. D. must be provided with the sinews of warfare. Local associations have realized that to spend more in dues is to get vastly more in returns. The wisdom of this point of view, and the foresight of the Cleveland convention, have been abundantly proved by the vigor and superiority of the work which the N. A. R. D. is now doing. Last month, however, we have to note that the Kings County Pharmaceutical Society of Greater New York was only prevented from secession by the diplomatic skill and force of Dr. Anderson, ex-president of the N. A. R. D. Knowing that because of the raise of dues a resolution was to be brought in for the withdrawal of the body from membership, he anticipated the plan by offering a resolution to the effect that membership be suspended for a limited time, thus giving the N. A. R. D. a chance to show through the operations of the contract plan that it can and will benefit the druggists of Kings County. An amendment was quickly offered by Dr. Muir providing that the withdrawal be absolute, but after a hard and protracted fight on the floor Dr. Anderson's original resolution was passed by a close vote. The Kings County Association may now renew its affiliation whenever it considers the benefits an adequate return for the membership dues, but of course it will be liable for the dues which will have accumulated meanwhile.

* * *

"AN HISTORICAL OCCASION."

While thus speaking of the cut-rate situation on this side of the water, it is interesting to note an event which has just taken place in Great Britain. An important meeting was held in London which is regarded by the British pharmaceutical press as a historical occasion. To say that it was almost a counterpart of the famous St. Louis meeting of four years ago, which witnessed the birth of the N. A. R. D., is but to express in a single phrase the nature and significance of the gathering. Delegates came from all over the British Isles to register their conviction that the time had come to cease the suicidal cutting of proprietaries. The *Chemist and Drug-*

gist declares "that the convention is the first occasion in the history of British pharmacy wherein chemists have been brought together from all parts of the country for the settlement of trading principles; that it marks a psychological moment in price cutting; and that it enunciates the aspirations of retail chemists not to prostitute heir semi-professional status by distributing non-paying proprietaries." Not much was said about ways and means; England already has in force, and has had for several years, the P. A. T. A. plan, which is not unlike our own N. A. R. D. plan; and this was considered by the convention to be satisfactory. The purpose of the convention was to show that the chemists of the country were determined, and that they were united in their determination. Unless all signs fail, a new era has begun in British pharmacy.

* * *

SOME GOOD WORK. The "Middle Branch" of the State Board of Pharmacy of New York has done a service to the calling which boards in other States should be quick to duplicate. During the last year a systematic inspection has been made of every store in all but six of the forty-six counties over which the Middle Branch has jurisdiction. Nearly 1300 pharmacies and more than 3000 general stores have been visited. Naturally many violations of the law were detected, and much good has resulted in one way and another. Two stores were found near Albany that had been doing a regular drug business for many years with no registered pharmacist in charge. In one of these stores there were more than 3000 prescriptions on file, and the proprietor thought the board very unjust in compelling him to hire a licensee! A similar condition of things was found to exist elsewhere. Two Binghamton men were fined for their failure to have qualified persons in charge of their stores; while the proprietors of other pharmacies were made to pay fines by reason of their failure to register their stores annually. A number of stores were found which had no scales that would weigh quantities of less than ten grains. Smaller portions were guessed at! Wherever the law was ignored in any important consideration, either fines were exacted, or compliance with the law was demanded and accomplished. Moreover, the board now knows the proprietor, location, and other data concerning every store within its jurisdiction—a kind of information which will be invaluable in a number of ways. Incidentally it may be stated in this connection that the New Jersey Board of Pharmacy has announced that it will shortly begin a campaign against the illegal employment of unregistered druggists through the State.

* * *

CLERKS WANT FEWER HOURS. The clerks of various cities were quite active last month in striving to shorten their hours of service. Reference was made in the December BULLETIN to the failure of two or three proprietors in Elmira, N. Y., to conform to the closing agreement made with the clerks; and we have now to report that the Federation of Labor has jumped to the assistance of the clerks and forbidden all union men from patronizing these recalcitrants. In Springfield, Mass., the Drug Clerks' Union announced last month that after the first of January it would demand a reduction in the present scale of seventy-five hours per week to sixty-five hours—a demand which was probably stimulated by the success some months ago of the clerks in Holyoke, only a few miles distant, in securing a sixty-eight hour week after threatening a strike. In Washington, D. C., the clerks' association has prepared a bill which it proposes to have introduced into Congress during the present season. It provides that the daily employment of clerks shall not exceed ten hours; that three evenings each week shall be had off from six o'clock; and that one entire Sunday shall be had off every two weeks. Fines ranging from $25 to $100 are to be imposed for violations of the act. The bill also provides for two additional commissioners of pharmacy who shall be registered drug clerks of six years' experience, the purpose of the clerks in this provision being to gain representation on the pharmacy board.

* * *

THE WATERBURY CLERKS. But it is in Waterbury, Conn., that the clerks have made the greatest demands. They drew up an agreement of considerable length which they desired the proprietors to sign. This agreement provided that union clerks only should be employed; that with the exception of the holiday and vacation season, the weekly hours of labor should not exceed sixty-five; that each clerk should have two evenings off each week, and an additional afternoon for every Sunday that he was made to work; that he should have either morning, afternoon, or evening of each legal holiday; that he should have two weeks' vacation annually with full pay, providing he has been employed not less than nine months; that the agreement should not affect the scale of wages previously

existing, provided that "no licensed clerk is paid less than $15 per week; and, finally, that any violation of the agreement should be sufficient cause for a surrender of the union store card. This somewhat formidable array of demands was considered at a special meeting of the proprietors, and, after considerable discussion, placed upon the table. Just what has been done since we are not able to say.

* * *

AN EXAMPLE.

A great deal is said in our colleges of pharmacy, and in eloquent papers read at association gatherings and printed in the journals, concerning the higher province of the pharmacist in undertaking chemical and bacteriological work. Unfortunately, however, the practice has in this instance lagged a long way behind the theory, and there are altogether too few examples of pharmacists who have grasped the numerous opportunities which lay in their path. It is therefore refreshing to pick up a recent copy of the *Courier* of Camden, N. J., and see that Mr. George M. Beringer, the well-known pharmacist of that city, recently read a scientific paper before the Camden Medical Society on the subject of "Toxicological Investigation." Mr. Beringer has worked up a lucrative practice in chemical analysis; he has done a good deal of work for the physicians of his city; and the value which would result to him from the reading of such a paper, under such circumstances, can scarcely be overestimated. In this connection we may report that the pharmacists of Cincinnati are much disturbed over the announced purpose of the University of Cincinnati to operate analytical laboratories for the public. There is even some talk that an injunction will be sought preventing the University from undertaking this work. It is perhaps uncharitable to say so, but we cannot help thinking that if the Cincinnati pharmacists had gotten in "on the ground floor" first there would have been no fear of encroachment!

* * *

ONE DOLLAR PER MONTH.

In the City of Bayonne, N. J., there are numerous secret societies. For some time there has been an arrangement by means of which certain doctors furnished medical attendance at $1 per member annually, and certain druggists supplied the necessary medicaments at the same rate. Now the doctors and druggists both say that the privileges given members of the societies have been grossly abused, and that the remuneration has been entirely inadequate. They have gotten together, formed a defensive organization, and the secret societies of Bayonne have been notified that the dollar rate will no longer be acceptable! In response, the societies are raising the cry of "trust," and a war is on. The outcome will be watched with a good deal of interest. Meanwhile, it is said that one man in Jersey City is ready to establish a large pharmacy in Bayonne if enough support is given him by the societies.

* * *

MR. MEYER'S DOUBLE CELEBRATION.

It does not very often fall to the lot of man to celebrate the fiftieth anniversary of his proprietorship in business. Such an opportunity came last month to the founder of the great St. Louis jobbing house of Meyer Bros.—Mr. Christian F. G. Meyer. And not only did Mr. Meyer celebrate this event, but as well his seventy-second birthday, which coincidently fell on the same date. In honor of this double celebration the 500 employees of the house presented President Meyer with a handsome grandfather's clock and a luxurious reclining chair. The courteous gentleman was very much gratified at this evidence of esteem, and made a very fitting response to the presentation remarks of Mr. Knight, himself one of the oldest employees of the house. After serving four years of apprenticeship at the beginning of his career, Mr. Meyer opened a small drug store at Fort Wayne, Ind., in 1852, and the growth of his business was so steady that he removed to St. Louis a few years later. The business continued to enlarge, and it was not long before the germ was implanted of the future jobbing house of Meyer Bros.—one of the largest in the country.

MR. CHRISTIAN G. MEYER.

* * *

INSURANCE RATES IN NEW YORK.

The pharmacists of Greater New York have recently achieved a triumph which shows the value of organization. The Rate Committee of the Fire Insurance Exchange some time ago raised the insurance rate for druggists from sixty cents to one dollar. Naturally enough, the druggists felt inclined to pro-

test. A joint committee from the various local associations therefore secured a conference with the Rate Committee and stated their side of the case. "It is true," said the committee, "that some of the articles in every drug store are of a very hazardous nature, but the stock of these goods is exceedingly small, inasmuch as a limitation is placed upon it by the Bureau of Combustibles. Moreover, the druggist is familiar with the nature of these combustibles, knows why they are dangerous, and understands how they should be handled. Finally, drug stores contain a large number of articles that will arrest combustion, such as the medicated waters, and more especially the numerous ammonia compounds. A drug store is therefore no greater a risk than a grocery or a liquor store, and the increase of the rate is unjust." Statistics were produced to substantiate these arguments, and the result was that the rate was reduced to seventy-five cents in accordance with the request of the joint committee.

* * *

SIXTEEN PHARMACIST-MAYORS!

It is an interesting fact, to which attention has previously been called in the BULLETIN, that pharmacists in Great Britain are much more frequently called to positions in the public service than is the case in the United States. We may point out, for instance, that in the recent elections no less than sixteen pharmacists in England and Wales were chosen as mayors, while three in Scotland were made provosts. This is a pretty good record! Even the profession of medicine fared less successfully. Only eleven physicians were elected or reëlected to mayoralty chairs throughout England and Wales. Portraits of most of the pharmacist-mayors were reproduced in a recent issue of the *Chemist and Druggist,* and we speak naught but the simple truth when we say that they were a fine looking set of men!

* * *

THE "NEW ECONOMIC ORDER."

While pharmacists generally are much interested in the combination movement manifesting itself in their own calling, another branch of retail distributors is adopting the principle of consolidation much more rapidly. We refer to the grocers. The grocery business is a trade pure and simple; it lacks the professional element of the druggist's occupation; and it was therefore to be expected that the combination movement would proceed with much greater rapidity in the one than in the other. Cincinnati seems to be the heart of the movement in the grocery world. One corporation controls 37 stores in that city; another 60; still another 21; and the directors of these various corporations have now given options in favor of a larger consolidation which should embrace them all. There is a combination in New York controlling upwards of 100 stores; a similar company exists in Philadelphia; while in York City, Pa., the project is now on foot to combine all the leading grocery stores into one consolidation. The movement is rapidly spreading, and there is much agitation of the question in all the large centers throughout the country.

* * *

MR. KEBLER'S APPOINTMENT.

We discussed at some length in the last BULLETIN the purposes of the new drug laboratory established in connection with the Department of Agriculture at Washington. It has now come to our notice that Mr. Lyman F. Kebler has been chosen chief of the laboratory. He received the highest standing in the civil service examination of applicants. As chemist for the Smith, Kline & French Co. of Philadelphia, Mr. Kebler has investigated pretty thoroughly the adulteration of drugs, has written quite extensively on the subject, and is well qualified to undertake the work of the new governmental laboratory. For some years a member of the American Pharmaceutical Association, Mr. Kebler served as chairman of the Scientific Section at the recent Philadelphia meeting.

* * *

Three hundred and twenty-seven persons were examined last year by the Massachusetts Board of Pharmacy, and only ninety-six of these were given certificates of registration.

* * *

The millennium has come! Some of the leading druggists in Lynn, Mass., have taken a heroic early-closing step in deciding to keep their stores open only between the hours of 7 A.M. and 10.30 P.M.!

* * *

We learn from the *Hartford Post* that Charles A. Rapelye, the well known pharmacist of Hartford, has had his business incorporated with a capital stock of $30,000.

* * *

The pharmacy of Joseph Jacobs, in Atlanta, Ga., was destroyed by fire last month, but business was at once temporarily reëstablished in a near-by building.

PROFITABLE POLICIES.

A Canadian Pharmacist Urges His Fellows to do More Manufacturing and to Secure the Trade of the Dispensing Physician—How this May be Done is Described at Some Length.*

By ALLAN TURNER.

It is a common saying that the calling of a retail druggist is no longer as remunerative as it was in past years. In fact, some persons go so far as to say that we are approaching the time when the retail pharmacist will be fairly described by that classical specimen of the craft, of whom the immortal bard wrote:

> I do remember an apothecary
> And hereabouts he dwells, which late I noted
> In tattered weeds, with overwhelming brows
> Culling of simples: meagre were his looks,
> Sharp misery had worn him to the bones.

While this is probably unduly pessimistic, there is no doubt that the calling of the retail druggist has not improved in regard to pecuniary results during late years, and it would be profitable to consider the causes, and, if possible, to suggest a remedy.

WHY PHARMACY IS LESS REMUNERATIVE.

The following reasons for the decrease in the returns from the business have been generally given:

1. Competition of department stores, etc.

2. The increasing tendency of physicians to do their own dispensing in place of writing prescriptions, thus cutting off a very profitable source of revenue from the exercise of the pharmacist's skill.

3. The large and extending use of proprietary preparations prepared by the manufacturing pharmacists.

4. The use of ready made elixirs, fluid extracts, pills and tablets, which are so generally supplied by the large manufacturing houses. No doubt in many cases the large manufacturer can supply these goods to the retail pharmacist as cheap or cheaper than he can produce them himself, but in regard to the great majority of articles it will be found that the manufacturers are remarkably well paid for their trouble and skill.

5. The loss of the physicians' supply business, which has been to a very large extent absorbed by houses which make a specialty of this trade, and which do an extensive business.

For the first of these causes I can suggest no remedy other than what would suggest itself to any clear-headed business man, that is, to buy as good stock as is to be had, to buy it as cheaply as possible, and to offer it at fair prices. If trade comes, well and good; if not, there is nothing more to do. However, there is a large part of the retail druggist's business which is not affected by the department stores. This I suggest should be developed, and of this I shall speak later.

REMEDIES.

Neither shall I express any opinion as to the wisdom of pharmacists becoming cigar venders, confectioners or bicycle dealers. The remedy I would suggest is the development of the strictly legitimate side of the business of pharmacy. This means

1. The encouragement and stimulation of dispensing.

2. The exercise to the fullest possible extent of your skill as a pharmacist in preparing your own preparations, thereby gaining the remuneration for your skilled labor instead of paying others to do this work.

3. The recovery of a fair share of the business of supplying medical men with the requirements for the practice of their profession.

In the first place, I shall take for granted that the pharmacist is what he should be, an educated man, a gentleman, honorable and enlightened, and well versed in his calling. If he is this, he will not only be able to dispense, but also to make from the crude materials all preparations specified by the Pharmacopœia. He should have all the needful appliances for performing these operations properly.

THE DOCTOR.

The first step will be to make the acquaintance of all the medical men in your vicinity and endeavor to gain their confidence and respect. To this end you

*See editorial comment on this paper.—THE EDITORS.

should be scrupulously fair and honorable in all your dealings with them, and use every means without boastfulness to impress them with your proficiency as a pharmacist. This is a matter that will demand much tact, and instructions or advice can hardly be given for its successful prosecution. I would convey a warning against being consequential in manner. An opinionated man who is free in delivering his opinions to others is rarely a favorite or very highly esteemed in any way. Call frequently on your medical friends, show them your special preparations, which should be the best of their kind, accept criticism kindly, and always be polite, yet manly. Leave samples of your preparations with the medical men, and call attention personally to their advantages and suggest their employment. After you have become well acquainted with your physicians bring up the matter of prescribing as compared with dispensing, and with great care and delicacy press the advantages of writing prescriptions over dispensing medicines. Select your arguments carefully and use them judiciously, bearing in mind that the main point is to retain the physician's friendship and esteem. If your arguments and advocacy do not have the effect desired, and your medical friends cannot be induced to give up the practice of dispensing for that of writing prescriptions, you should then make it your object to supply them with what they need for their dispensaries.

For this end it is necessary to enlarge your facilities for pharmaceutical operations. A fair supply of apparatus for manufacturing will not absorb a very large amount of capital, and will add much to your power to successfully cater to the wants of the medical profession. It would be inadvisable for me to make any suggestions in this particular. Every competent pharmacist knows what he needs and can supply himself accordingly.

MANUFACTURING.

Every preparation which you can make to advantage you should make yourself. You will find the list of preparations which you can prepare at a saving over purchasing tolerably large at first, and it will increase with time. It is necessary that your preparations shall be good, that is, absolutely full strength, made of good materials, and elegant in appearance. They must in all respects be equal to any preparations of the kind sold by others, and you cannot afford to be satisfied with less.

The principal drawback to small pharmaceutical operations is waste of material. If you set out to make say five pints of a given tincture, you can hardly ever obtain the full measure without the use of extra menstruum. Some menstruum is always lost by being absorbed by the roots, barks or leaves of the drug employed. Keep your eyes open, and use every effort to recover this waste, and to economize in your operations. This is where success lies, and suitable appliances to attain this end are very must to be desired and should be had as soon as your business assumes any considerable size. Tincture presses, press percolaters, and a small still are a means of saving and recovering alcohol, which is the chief article of value wasted in pharmaceutical manufacturing. You will find that you can make to advantage at once with a reasonable stock of apparatus, tinctures, many fluid extracts, nearly all syrups, if not all, and elixirs. Pills, tablets, lozenges, suppositories, etc., require more expensive apparatus and considerable skill to produce articles equal in appearance to the products of the manufacturers, but may be added to your list to some extent with advantage as your trade grows. There are probably some special formulas which you can produce with advantage to your profits. Call on your medical men regularly and show them your preparations, leave samples and endeavor to secure their employment.

Possibly some physician may have some favorite formula which he would like to have embodied in an elegant and palatable form. In such case endeavor to produce such a preparation and present it to him. If he is satisfied with it, he will probably be pleased, appreciate the trouble you have taken, and show his appreciation by increased confidence and business.

I would suggest a few ideas gleaned from a somewhat extensive experience in this department. To do physicians' business successfully, you must have a stock well assorted and complete, and the goods must be the very best of their kind. Nothing is more fatal than unreliability of the goods you send out, and you should make it a rule never to send out any drug, chemical or pharmaceutical preparation that is in the least degree inferior or damaged. You must call on the men whose business you want and solicit from time to time. Business nowadays will not come without solicitation, regularly at first until you have established the connection, and after that has been attained, occasionally at least. Do not try to sell too cheap, but also do not charge exorbitant prices. If you rely for your success on establishing a reputation for furnishing a superior quality of goods, when you have got your reputation you will find little trouble in obtaining fair prices for all your wares.

POINTS IN DEALING WITH PHYSICIANS.

You should also adopt proper business methods: (*a*) in filling orders and putting up your goods, and (*b*) in your correspondence and office work.

In packing goods for this class of business, the style of parceling used in your retail shop is not exactly suitable. The style should be rather that of the wholesale houses. Parcels should be neatly made, first wrapped in good white paper and then with good quality yellow or brown manila paper and securely tied with white cotton cord or hemp twine. The name of the contents should be neatly marked on the outer wrapper with pen and ink. Whoever has the parceling to do should learn to print with the pen. In fact, it would be well to require all the assistants to acquire this art.

Liquids should be packed in round-shouldered bottles (except special preparations which may have their own special bottles) and should be neatly labeled. The proper labels for tinctures, etc., are a neat strip label of white paper with black ink letters, and an address label with your name. The strip should be placed just under the shoulder of the bottle, the address label directly underneath at the bottom of the container. The bottles should be securely corked, and the cork should project and be tied down with twine and sealed, or covered and secured with a paper cap and twine.

The principal objects aimed at should be security of the contents, accuracy in labeling, and elegance and beauty of appearance as well as propriety of style. These will be found to be useful in creating a good impression among those to whom the goods are sent, and they should all be carefully attended to. Orders for physicians out of town should be safely packed and addressed plainly.

Promptness and completeness in filling requisitions are a strong card, and every effort should be made to fill every item if possible, at least in part, and to dispatch the goods at the earliest possible moment. Use good stationery, answer all correspondence promptly, and with courtesy and clearness. Have neat and appropriate invoice and statement blanks. Send an invoice of each order with the goods, or by first mail after the shipment, mentioning shortages and the causes of them in the invoice. Have regular and uniform terms (cash if possible), and render statements of accounts each month, and collect promptly. Have your terms of payment clearly understood, and adhere to them. But use tact in this respect as in all others, and sedulously avoid letting anyone have a reasonable cause of offence against you.

THE DRUGGIST SHOULD HOLD HIS OWN.

These practices, carefully carried out, will gain for almost any competent pharmacist much of the physicians' supply business of his district, and it can be made tolerably remunerative business too. In my experience, which has been tolerably extensive, I have heard many pharmacists say: "Oh, I don't attempt to do anything with the doctors. They want goods for nothing; they buy from supply-house travelers, and they will not pay their accounts." I have consequently come to the conclusion that retail druggists as a general thing do not have much of this branch of business. This condition of affairs is largely due to themselves, I think.

The supply houses send traveling salesmen to call on the medical profession. The salesman is a persuasive talker; he offers the doctor the goods he requires at moderate prices which he leads the customer to believe are much less than he has been accustomed to pay. He secures an order, the goods come to hand, they are neatly put up, suitably labeled for the office shelves, and they are accompanied by an invoice, so that the buyer sees just what he has bought, what is the amount of his purchase, and when he has to pay for it. This being satisfactory, the next time the salesman comes around another order is given, and so on. The prices have very little to do with the business as a general thing, as the average physician is not a close buyer, nor is he careful about prices. I have generally found him willing to pay a fair price if he is sure of getting just what he wants of undoubted quality, but he does not like a multiplicity of accounts, therefore he buys of the concern whose salesmen call on him, not only when they call, but also, when he is in want of a few articles, he sends letter orders.

HE HAS THE ADVANTAGE.

The concern which is in the same town with the physician, or in a neighboring town, should certainly have a decided advantage over an establishment situated at a distance. It can supply more promptly, should be able to sell its goods with less expense, and obtain better prices. The local concern when it has once established its connections will naturally have a far larger percentage of sales without solicitation than the concern at a distance, and such sales are by far the more profitable.

As I said before, this trade will not seek you;

you must seek it. It can be obtained. It is not unprofitable, and, if the business is properly handled, you need not sell your goods for nothing. If you serve them as well, physicians will buy as readily of you as of any supply house; and if you insist upon prompt payment you will be paid as promptly as any one else. Let the druggist consider how much he himself would buy of a house who never sent a salesman to visit him, and then consider whether it is surprising that he has lost most of the doctors' trade. If he desires to enlarge his business he should see if he cannot regain that trade.

A WINDOW OF PHARMACEUTICALS.

McLain & Yahn, the well known druggists of Wheeling, W. Va., contribute the accompanying display to the BULLETIN'S illustrated series of attractive windows. It is evident that this enterprising firm believes in the policy of putting things in the window which have reference to the pharmaceutical aspects of the pharmacist's occupation, thus stimulating the public's interest in the real heart of the apothecary's business. Moreover, as this window shows, McLain & Yahn think it only good business to get some of the advertising value which comes from handling a well known and standard line of goods. Such a step can only inspire confidence on the part alike of physician and public. The window shows the goods of Parke, Davis & Co., and contains packages of some of their important specialties.

McLain & Yahn have a handsome store, as may be seen from the glimpse of the exterior and of the fittings of the window afforded by the accompanying engraving. They have a stock ranging from $10,000 to $15,000 in value, and they do one of the largest businesses in Wheeling. "Good goods and right treatment"—this is a policy which has enabled them to court Fortune with a large measure of success.

WHYS IN PHARMACY.

A Much-prized Feature of the Bulletin Renewed—The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

DISPENSING WHYS.

Why does zinc chloride frequently not give a clear solution with water? On account of a basic chloride which can best be gotten rid of by filtering through asbestos or glass wool.

Why can iron spatulas sometimes be used without danger of darkening the ointment in making ointment of tannic acid? If the ointment base is fatty, and there is no solvent for tannic acid, there will be no darkening.

Why should heat not be used in making ointment of tannic acid? If the mixture is heated only a little above the melting point of lard the acid becomes sticky and forms tough masses that can not be distributed through the base.

Why is rose water used in cold cream instead of enough oil of rose to perfume. Water makes the ointment more soft and creamy.

Why should a horn spatula be used in making an ointment containing salicylic acid? If an iron one were used the iron might be attacked slightly, causing a pinkish color due to the formation of salicylate of iron.

Why put decolorized tincture of iodine, N. F., into a cool place before filtering? To aid the precipitation of sodium tetratheonate.

Why, in making tincture of ipecac and opium, is the tincture of opium evaporated to 800 Cc. instead of 900 Cc., which would give 1000 Cc. with the fluid extract of ipecac? Filtration of the mixed liquids is necessary, and evaporation is carried to 800 Cc. to allow washing of the filter.

Why are the ingredients in compound tincture of benzoin digested at 65°C. instead of macerating for seven days? To shorten the time of making. Indeed, many of the other tinctures made by long maceration might better be made by digestion.

Why should santonin and preparations containing it be put into containers protecting it from the light? Light causes santonin to become yellow.

Why is santonin better than the sodium santoninate which was formerly official? Because it is not so soluble, so irritating, or so readily absorbed.

Why should the ingredients of an effervescing powder not be triturated in a mortar after being mixed? Trituration is liable to cause reaction with liberation of some carbon dioxide.

Why is it better to mix sugar and sodium bicarbonate together before mixing with the acid? The tendency to reaction is lessened.

Why is hydrochloric acid used in purifying talcum? It forms soluble compounds with many of the impurities, leaving the magnesium silicate.

Why is syrup of lime boiled in a copper or tinned-iron vessel instead of glass or porcelain? The hot alkaline solution would be liable to attack the glass or porcelain.

Why, in hardening cacao butter suppositories, must care be used not to get too much of the hardening agent? Since the base does not dissolve in the alimentary canal, but melts, the melting point must not be above the temperature of the body.

Why is musk first rubbed with water in making tincture of musk? Water dissolves out more of the extractive matter than alcohol.

Why is tincture of nux vomica made from the extract? It gives a more uniform product, the extract being assayed.

Why, in making laudanum, is opium macerated twelve hours with water before adding the alcohol? Water is a good solvent for the active principles and it disintegrates opium better than alcohol.

Why must the aqueous opium extract and ether not be shaken hard in making deodorized tincture of opium? If shaken vigorously an emulsion will be produced which requires a long time for separation.

Why is potassium carbonate used in aqueous tincture of rhubarb? It is alkaline and prevents the precipitation of resinous matter.

Why is white wine used in preference to red wine in making medicinal wines? It contains less tannin and consequently has fewer incompatibilities.

Why is is wine fortified with alcohol in making medicinal wines? To make the preparations more permanent.

Why is ferric hydrate objectionable as a detan-

nating agent for wine? Wine contains some potassium acid-tartrate, and this dissolves a little iron.

Why is it necessary to treat zinc sulphate with alcohol in order to determine the presence or absence of free acid? The salt itself is acid but it is not soluble in alcohol, while the free acid is.

FIXED AND VOLATILE OILS.

Why do fixed oils vary in color? On account of oxidation products and the presence of other foreign matter, such as chlorophyl.

Why do the melting points of different samples of the same kind of fat vary? The melting point generally varies with the proportion of olein and stearin, and this varies with the season of the year and with the process of obtaining the fat. On account of this variation the determination of the melting point is of but little value in testing for adulterations.

Why do non-drying oils undergo decomposition? Some persons say that rancidity is due to the action of ferments liberating the free fat acids, and some say that rancidity results from the direct oxidation of the fat by oxygen and light, acting simultaneously.

Why is the determination of the specific gravity of but little value in determining the identity or adulteration of an oil or fat? The specific gravity varies with the process of obtaining the fat, the process of purifying it, the presence of free fat acids, the age, the amount of oxidation, and the temperature.

Why is mercuric chloride used with iodine in making the iodine absorption test for oils? Iodine reacts only slowly with a fixed oil at ordinary temperature, but much more readily in the presence of corrosive sublimate.

Why is a little heat generally used in obtaining fixed oils from seeds by pressure? Heat renders the oil less viscid, and a larger yield is obtained, but the quality is generally not so good.

Why is winter-pressed lard oil preferable to summer-pressed? It contains less stearin than the summer-pressed product, and therefore remains liquid at a lower temperature.

Why is most of the expressed oil of almonds obtained from the bitter almonds and not from the sweet? Although the bitter almonds contain less fixed oil than the sweet, they are cheaper, and the cake left from the fixed oil may be used for obtaining the volatile oil.

Why is sodium hydroxide sometimes used in purifying cotton seed oil? It converts a small amount of fat into soap, which, on settling, carries much of the coloring matter with it.

Why is so much cotton seed oil shipped to Mediterranean ports? Much of the olive oil comes from these ports, and cotton seed oil is used as an adulterant or substitute for olive oil.

Why should the linseed oil used in pharmacy be obtained by cold pressure? It is less acrid and not so highly colored.

Why is cod-liver oil used more than other oils as a nutrient? It is more readily absorbed and assimilated, but yet why it is preferred is a question that has not been decided. Some say that it is because the oil contains biliary principles; others think that it is because the presence of free fat acids facilitates emulsification.

Why can the silver nitrate test not be depended upon for the detection of cotton seed oil in olive oil? Cotton seed oil can be so purified that it will not give the test.

Why is castor oil boiled with water in purifying it? Boiling water takes out the albuminous matter and destroys the small amount of acrid poisonous matter that is removed with the oil.

Why is expressed oil of almonds heated to 250°C. in making phosphorated oil? To remove any air and water, and to cause the separation of some organic matter, all of which would tend to oxidize the phosphorus if they were present.

Why is ether used in phosphorated oil? It prevents oxidation and gives a more palatable taste.

Why are the volatile oils that are obtained by distillation usually distilled with water? They can be distilled at a lower temperature and with less resulting decomposition. The organic matter from which the oil is obtained yields less of the empyreumatic substances.

Why is the "enfleurage" method frequently resorted to in obtaining oils? The method of extracting the oil by a neutral fat is used when the oil is present in small quantities and when it is decomposed by heat.

Why should volatile oils be protected from light and air since they do not become rancid? Light and air cause an oxidation of the oil and a destruction of the characteristic odor. Ozone is developed by some oils.

Why do volatile oils, when dropped on paper, sometimes leave a stain which is not dissipated by heat? The stain is due to resinous matter, usually formed by oxidation. The stain can be distinguished from that of a fixed oil by the fact that it dissolves in alcohol.

Why is salt water used in distilling some oils, such as oil of cloves? Salt raises the boiling point of water, bringing it nearer that of the oil, and is used when the oil has a high boiling point.

Why are bitter almonds macerated with water for several hours before distilling? In order to allow the ferment to act on the amygdalin, forming the oil. Water is necessary for this reaction.

Why does oil of bitter almonds sometimes solidify on keeping? The oil consists of benzaldehyde, which oxidizes, forming benzoic acid.

Why does the oil obtained from bitter almonds keep better than the synthetic oil of bitter almonds? It is claimed by some that in the natural oil the hydrocyanic acid is combined with the benzaldehyde, keeping it from being so easily oxidized.

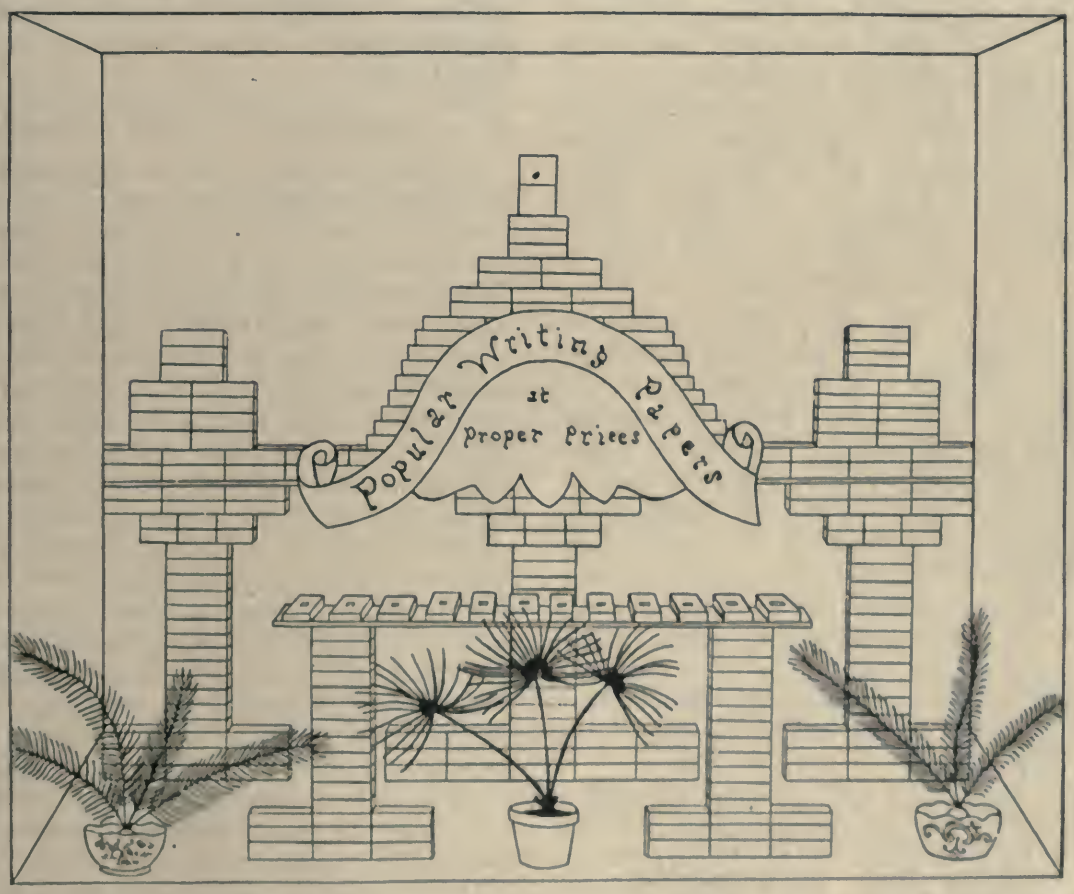
Why does oil of cassia become acid? It consists largely of cinnamic aldehyde, which is slowly oxidized to cinnamic acid.

Why do oils of eucalyptus, cajuput, and rosemary resemble one another in odor? They contain eucalyptol (cineol).

Why are green juniper berries used for obtaining oil of juniper? They yield more oil than when fully ripe.

(To be continued.)

A DISPLAY OF STATIONERY.



The accompanying engraving shows a stationery exhibit that will dispose of writing paper. It is submitted by Joseph Hostelley, of Collingdale, Pa. Three columns of boxed paper in the background support a long, thin board on which boxes of paper have been attractively piled. As a fitting head-dress for this offering, there has been tacked to the edge of the board, partly hiding the center pile of boxes, an artistic placard, cut from white cardboard in curves that effect a pleasing design. In the foreground two columns of writing paper in boxes sustain a glass shelf on which open boxes of stationery offer their contents to the eye. On each box a small card tells the name of the paper and its selling price. Green potted plants relieve the exhibit from a severity of line.

THE PHARMACIST AND THE LAW.

A Clear Presentation of an Important Subject—The Responsibility of the Druggist in the Sale and Compounding of Poisons and Medicines—Interesting Cases which Bear upon the Accepted Rules of Law.

By WARD N. CHOATE,
Assistant Prosecuting Attorney of Detroit.

It is only human to make mistakes; and when we stop to think that while making a few pennies the savings of a life time may be lost through a negligent error, it would seem well that every pharmacist, be he clerk or proprietor, should thoroughly understand the legal responsibility and liability of the business he is engaged in. An understanding of this subject will often, too, suggest safeguards in the handling of medicines and in the conduct of the business which would save many dollars and much worry and trouble over possible and often disastrous lawsuits. It is the purpose of this article to state the rules of law applicable to this subject and to illustrate them from the reported cases of those unfortunate druggists who have passed through some of these often costly experiences.

A FUNDAMENTAL RULE.

The druggist, like all sellers of commodities, is bound by the general rule of law that one who sells an article for a particular purpose warrants it to be the article called for and suitable for the purpose in view. When the butcher sells meat, or the grocer flour, the law says these are provisions that men eat, and when you sell them you impliedly warrant that they are wholesome and fit for food. So the druggist is held to warrant that such drugs and medicines, which in the common course of trade he may be presumed to know are bought for particular purposes, are of a quality suitable for those purposes; and the same is true if he knows from the customer the particular purpose for which the drug is intended to be used.

In Texas some years ago a planter engaged in raising cotton purchased from a druggist an article supposed to be Paris green for the known purpose of killing the cotton worm. The druggist delivered to the planter another and harmless drug instead of the Paris green. The result of the mistake was that the supposed Paris green failed to kill the cotton worms and the cotton worms continued to feed upon the cotton and finally killed it. The druggist was sued for the destroyed crop of cotton and he had to pay, for, as the court said, he held himself out to the public as one having the peculiar learning and skill necessary to a safe and proper conduct of his business. The customer is not supposed to be skilled in drugs and may not know one from another, and he has a right to rely upon the druggist to furnish him the article called for; and the druggist must be held to warrant that the article delivered is the article called for and purchased by the customer. In connection with this it is also well to remember that a druggist warrants his goods to be as labeled.

RESPONSIBILITY OF THE CUSTOMER.

The character and general responsibility of the customer, especially in the sale of poisons, is frequently a matter of some concern to the prudent pharmacist, but when a person who has reached the age of discretion, and who is apparently in the possession of his mental faculties, applies to a druggist for a certain drug, he represents to the dealer, by implication at least, that he knows its properties and uses, and that he is a fit person to whom its sale thereof may be made; and unless there is something previously known to the seller indicating that the would-be purchaser cannot be entrusted with the substance, a sale of the substance called for may be made without explaining its properties or the manner in which it may be safely used or handled; under such circumstances the seller is not liable in damages for injuries to the purchaser resulting from the improper use or handling of the article, no matter how little knowledge the purchaser may have had of its properties or of the manner in which it could not be safely used or handled. The vender's legal duty to a purchaser can go no further than to give him the identical substance called for.

The foregoing is the law laid down in an interesting case decided by the Supreme Court of Iowa in December, 1901 (Gibson vs. Torbert, 88 N. W., 443). In this case a poorly educated man ordered from certain wholesale druggists a quantity of phosphorus by mail. The letter was poorly written, badly spelled, incorrectly capitalized and ungrammatical. The purchaser had heard that the drug

was employed by actors and stage managers as a harmless illuminant, and when he received the drug, properly put up in water and labeled "Phosphorus," he proceeded to handle the sticks, when one dropped and exploded as he attempted to pick it up. His hands were badly burned. The purchaser tried a law suit against the wholesalers to pay for his injuries, but was not permitted to recover, and he had to pay his own lawyers.

SUBSTITUTION.

It is plainly evident from the adjudicated cases that the law will brook no substitution, and unless the druggist furnishes what his customer calls for, the seller will be liable to respond in damages for any injury that may result from any substitution, whether done intentionally or negligently. This is a primary rule of trade, elementary in law, and quite agreeable to common sense. This is especially true of physicians' prescriptions. A druggist is not obliged to fill a physician's prescription unless he wishes to do so, and his refusal so long as he does not say anything reflecting on the physician does not subject him to any legal liability. But when he does undertake to fill a prescription, he undertakes to furnish the identical articles and in the same amounts that the prescription calls for. He also undertakes to furnish such articles as would be fit for the evident purpose of the prescription, and to use such a degree of skill and care in compounding the prescription as is ordinarily used by druggists and pharmacists generally in the locality where he carries on his business. He must not substitute, he must not depart from the prescription, for if he does, and harm results, he is liable for the damage or injury occasioned by his substitution. Neither may he use deteriorated chemicals or worm-eaten or inert drugs. It follows, too, that if the goods of a certain manufacturer are called for and he supplies the goods of another manufacturer, and harm results, or the patient suffers in any way from the substitution, the druggist makes the substitution at his own peril and may be made to pay the party injured full damages for any injuries resulting from his wrongful act, no matter how good his intentions. Of course, if he obtained the physician's consent to the substitution, that would relieve the pharmacist from liability, but not otherwise.

SELLING A HARMFUL FOR A HARMLESS ARTICLE.

A pharmacist is bound in law to know the properties of the medicine he vends, and if, through negligence, or the want of skill of himself or his clerks or servants in the compounding or sale of such medicines, injury results, he is liable in damages to the party injured. Druggists handle dangerous substances, and when engaged in the manufacturing, the compounding or the vending of drugs and medicines, he is required to exercise the highest degree of care known to practical men—in other words, the care exercised must be commensurate with the danger involved. To the knowledge, care and prudence of druggists people entrust, not only their health, but, what is more precious, their very lives; and a slight lack of care may prove fatal to some one.

In one state, Kentucky, druggists have been held liable absolutely, notwithstanding any degree of care they may have used, for injuries happening through the mixture of poisons with drugs. In Indiana the sale of a poisonous drug to one who asks for a harmless one is of itself insufficient to show negligence of the druggist, but in Illinois the rule is otherwise; and where in New York a druggist used strychnine in filling a prescription when a preparation of camphor was called for, he was held to be liable for negligence unless a satisfactory explanation could be given. So he is liable if he sells sulphate of zinc for Epsom salts, morphine for quinine, laudanum for tincture of rhubarb, sulphuric acid for sulphuric ether, extract of belladonna for extract of dandelion, croton oil for linseed oil. Where, in putting up a prescription calling for Peruvian bark and snakeroot, the poisonous drug cantharides was intermixed, a druggist was held liable; and he was likewise held liable where, in mixing a horse medicine, he ran the different articles through a mill used to grind poisonous drugs without first properly cleaning the mill.

SELLING THE WRONG ARTICLE WHEN IT IS HARMLESS.

A different rule, however, holds under certain circumstances, and the druggist is not liable when the article sold is in itself harmless though different from that intended to be sold; and this is true even though the article becomes dangerous by being used in combination with another article, so long, that is, as the druggist has no knowledge that the purchaser intends to use it in any such combination. In a Massachusetts case black oxide of manganese was ordered and sulphide of antimony furnished, the seller not knowing how the purchaser intended to use the substance. The purchaser mixed it with chlorate of potash and burnt himself and his house. Then he attempted to make the druggist who sold him the antimony pay, but was unsuccessful.

THE DRUGGIST RESPONSIBLE FOR THE ACTS OF HIS CLERKS.

A druggist is responsible for the negligence of his clerk and should employ only such persons as clerks who are capable of discriminating and of compounding according to the prescription. This rule that the druggist must respond in damages for any injury resulting from the negligence of his clerk in compounding or selling drugs is generally recognized by the courts of last resort in all the States. Even the fact that the clerk is himself a competent druggist will not relieve his employer from liability. Of course the failure on the part of the clerk to exercise due care and skill in compounding or selling medicines and drugs must be proved before recovery can be had, and the same is true as to the druggist himself. Mistakes alone do not necessarily constitute negligence; and legal negligence, that is, lack of care and skill, must exist as a necessary element before the injured party can recover.

In an Illinois case a druggist had to pay $800 for the mistake of an unregistered clerk in furnishing a customer the wrong medicine. In a quite recent case, decided in Iowa, a firm of retail druggists were mulcted in damages to the extent of $900, because of an error of an employee in putting up an eye prescription, from the use of which the patient lost his eye; and this even though they showed that the prescription was filled by a skilled, competent and duly registered pharmacist.

(To be concluded next month.)

"TIME-SAVERS" AT THE PRESCRIPTION COUNTER.

By WM. C. KIRCHGESSNER.

A minute sometimes seems very long to a sick person waiting for a prescription. He has no patience, and uses no reason. He wants his medicine at once. You will hear him say: "If I cannot have it right away, I will go elsewhere"—and this even if the prescription could be dispensed while the patient was walking to the next store.

In order to save time and alleviate suffering a great many things can be prepared beforehand. A successful prescription clerk will be ready for such emergencies. I shall enumerate the different things which I consider time-savers.

In the first place, I keep, constantly made up and ready, solutions in water of the following substances: mercuric chloride, one grain to the fluidrachm; eserine sulphate, one grain to the fluidrachm; boric acid, 15 grains to the fluidounce; atropine sulphate, one grain in each two fluidrachms; potassium iodide, one grain to the minim; potassium bromide, one drachm in each two fluidrachms; ammonium bromide, one drachm in each two fluidrachms; sodium bromide, one drachm in each two fluidrachms; cocaine muriate in 4- and 10-per-cent solutions; magnesium sulphate, sodium phosphate, and potassium chlorate in saturated solutions; and potassium acetate, one grain to the minim. For purposes of stability, it is well to add five grains of boric acid to the solutions of alkaloidal salts.

I keep the following solutions in glycerin: tannic acid, one drachm in each four fluidrachms; boric acid, two drachms in each four fluidrachms; pepsin, one drachm in each four fluidrachms.

I use the following dispensing tablets: arsenic in 1/4-, 1/3-, and 1-grain sizes; strychnine sulphate in 1/3-, 1/4-, and 1-grain sizes; and mercuric chloride in 1/4- and 1-grain sizes.

Inasmuch as most physicians have private formulas for pills which they prescribe more or less frequently, it is well to keep from 100 to 200 on hand. So far as excipients are concerned, balsam of tolu is very good where balsam of Peru or oils are to be massed. With dry powders, a good mass can be made through the use of confection of rose, glycerin, and powdered extract of licorice. Where powdered extracts are in the pill formula, water will make a good mass alone.

I keep, ready to hand, the following concentrated ointments: belladonna in 50-per-cent strength; zinc oxide in 50-per-cent strength; iodine in 10-per-cent strength, and yellow oxide of mercury in 10-per-cent strength. These ointments can be diluted as they are needed.

The following powders are always kept on hand: sulphonal in 5-, 10-, 15-, and 20-grain sizes; trional in the same sizes; Dover's powder in 5- and 10-grain sizes; salol in 5- and 10-grain sizes; salol and phenacetine, containing 2½ grains of each; phenacetine in 5- and 10-grain sizes; acetanilid compound in 3-, 5-, and 10-grain sizes; and antikamnia in 5-, and 10-grain sizes.

In capsule form I keep the following substances ready for sale: sulphonal, Dover's powder, trional, phenacetine and salol in 5- grain sizes; phenacetine and salol, of each 2½ grains; quinine in 1-, 2-, 3-, and 5-grain sizes; and quinine and capsicum, 2 grains of the former to one of the latter.

Ten-per-cent solutions in liquid petrolatum are kept of menthol and thymolin.

The following suppositories are always ready to be dispensed: opium in ¼-, 1-, and 2-grain sizes; morphine in ⅛-, ¼-, and ½-grain sizes; and also other special combinations used by physicians who patronize this store.

Infusions of digitalis and buchu should be made up every week.

Emulsions should always be made fresh, but where a physician uses a great deal of one formula it is well to keep a week's supply on hand.

Where you have the exclusive trade of a particular physician, you will soon find that there are a number of favorite mixtures of his which can be kept on hand with the directions attached.

In conclusion, let me say that by resorting to the foregoing methods it is possible to save a great deal of time in the dispensing of prescriptions. And this is time which is often very much worth saving.

SYSTEM IN THE ℞ LABORATORY.

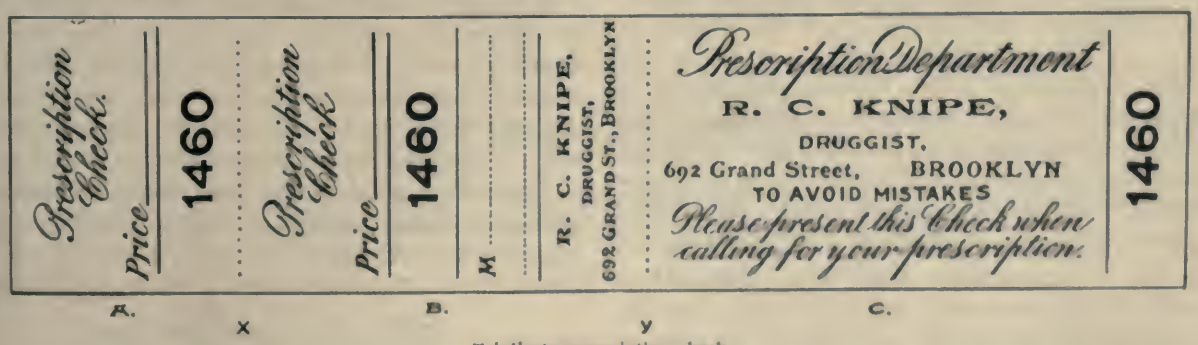
How a Prescription Should be Received, Dispensed, Checked, and Filed—Description of the Triplicate Check—Its Several Advantages.

By W. A. DAWSON.*

When viewed from a purely business standpoint, the adoption of a system for the receiving, filling, checking, and delivery of prescriptions is desirable. To build up his prescription trade the pharmacist must first get the confidence of the public. The feeling of confidence that will carry a patron past the doors of half a dozen drug stores to have a prescription prepared at a particular pharmacy is not attained alone by a finely fitted store, or courteous attention, or low prices, or liberal advertising. It is true that these all help in a greater or less degree, but it is mainly by the systematic way in which this part of the business is conducted—impressing patrons with the careful attention, exactitude of methods, and precaution against possible error used in the prescription department, which begets the feeling of confidence and security that is the cornerstone of every large prescription business.

RECEIVING THE PRESCRIPTION.

The use of the triplicate prescription check is recommended in receiving prescriptions, and for the benefit of those who are not yet acquainted with it we give an illustration of the usual form of this check. When a prescription is received one of these checks is torn in two at the dotted line y and the right hand half given to the customer. The other half of the check contains two duplicates of the number and is gummed on the back. Section A is attached to the lower edge of the prescription, which is then sent to the prescription counter to be compounded. When the prescription is filled and the package wrapped up, section B of the check is torn



Triplicate prescription check.

*From the American Druggist.

at the dotted line *x* and attached to the wrapper of the prescription.

Check slips of this kind are made by most drug label printers and are usually supplied bound in books of 500 checks. A fault with many of these checks, as in the case of the one illustrated here, is that the printer does not allow space enough in Section B for writing all the information that this part of the check should contain. Where a large business is transacted this part of the check should give all the necessary information to the prescription clerk, and the form read something like this:

Price.....
M.....
Address.....
.....
Call. Send. Coll.
Paid. Chgd.

In some large establishments all prescriptions are received by the manager or person in charge at a desk near the front of the store. In this case the prescription check is of somewhat different form, being larger, and in filling out the check a carbon copy is taken and retained at the receiving desk for the manager's information and in order that he may keep close tab on the prescription department. Usually the manager prices and times the prescription, and, if it is to be charged to the customer, makes out the charge slip as well and notes the charge and price on the check. In timing the prescription the check is stamped with a time stamp, a clock dial showing the exact time that the prescription was forwarded to the prescription department, and on a line underneath, containing the words, "To be ready at ....." is marked the time at which the prescription is to be ready. When a prescription is not reported as "ready" before the expiration of this time, the prescription clerk, if called upon to do so, is expected to furnish a valid reason for its not being ready; and where the prescription clerk upon receiving a prescription determines that it cannot be turned out in the time named, he must report that fact at the desk. When the receiving desk is at some distance from the laboratory a wire cash carrier is sometimes used between the desk and laboratory, and generally the finished prescriptions are returned to the desk, to be there delivered to the waiting customer or sent by messenger to the patient's residence at the time promised.

The ordinary triplicate check may be used in the smallest business with benefit. This check always impresses the customer favorably and assures him that the claims for carefulness and accuracy in dispensing are not all advertising talk. Naturally the customer considers the filling of his prescription as a very serious matter, which it certainly is, and whatever means can be used by the pharmacist to impress the customer with the fact that he fully realizes his responsibility and exercises every care possible in the safeguarding and compounding of the prescription should be taken. Aside from ethical considerations, the adoption of such measures is dictated by sound business policy.

PREPARING AND CHECKING PRESCRIPTIONS.

The old rule in preparing a prescription was: "Take the container of each ingredient from its place, and after carefully noting the label, weigh or measure out the required amount and *at once return the container to its place,* again carefully noting the label as you set it back." The new way is to take the container of each ingredient from its place, and after weighing or measuring the required quantity, leave it on the counter until the prescription is finished and labeled; then with the prescription in plain view each ingredient with the weight or measure used beside it is gone over and verified before it is returned to its place. The label is then compared with the prescription to see that number, date, doctor's name and directions are correct. Where there are two or more clerks this verification or checking should be done by some one other than the compounder of the prescription.

As a convenience, as well as a further safeguard, checking trays are used to separate the materials and weights used in each prescription from other materials and weights. Any shallow box or even a paper box cover will answer the purpose, but to have a more businesslike appearance the trays should be of light wood well varnished; the most convenient size is about 8 x 14 inches wide and 1 inch deep.

Upon its arrival in the prescription laboratory a proper container is selected for the prescription and the label written, and all placed in a tray, where they remain until the prescription is finished and checked.

FILING THE PRESCRIPTION.

The most convenient form of day file is a Shannon arch file fastened to a heavy wood base to give it stability. This file holds the prescriptions securely so that there is no danger of their being blown off or lost and the prescriptions may be readily turned back. This is intended for holding the day's prescriptions, the prescriptions being transferred to the permanent file from it the next morning. It should be made the duty of the first or second clerk to trans-

fer the prescriptions daily, and this duty should not be allowed to be neglected. The last thousand or so prescriptions are the ones oftenest referred to, and they should be in such shape as to admit of their being easily turned to. We have seen in some quite pretentious pharmacies the very poor system, or lack of system, of allowing a thousand or less prescriptions to accumulate on the receiving file before they were transferred to a permanent file, with the result that the prescriptions became dirty and dog-eared before being finally filed away. Getting behindhand on the prescription filing, like getting behind with the bookkeeping, creates a distasteful task, and is an evidence of slipshod methods.

ABOUT PRICING PRESCRIPTIONS.

Every pharmacy has, or should have, a scale of prices that is used as a basis in pricing prescriptions. The usual method is to have a minimum price for certain quantities, and where a prescription calls for extra expensive ingredients to add the extra price to the scale price. As a matter of course there can be no hard and fast set of rules made that will work satisfactorily in every case, and the rules of common sense and business honesty must be applied in making the price on each prescription. One practice, that is fortunately falling into disuse and which has lost many a pharmacist a good customer and given some ground for the popular belief that the customer is charged a price many times greater for an article sold under a prescription label than for the same thing sold over the counter, is the practice in some stores of charging full retail price for a proprietary when dispensed on prescription and selling the same article over the counter at a less price. We do not mean such prescriptions as contain one or more proprietary preparations as ingredients, but where a physician writes a prescription for, say, a bottle of Pepto-Mangan or a bottle of Fellows's Syrup; if the pharmacist is selling these preparations over the counter for 90c. and $1.25 respectively, and charging $1.00 and $1.50 when dispensing them from his prescription department, why, some time or other some of his customers will find it out and resent what they regard as a "squeeze." The customer loses confidence in that particular pharmacist and in pharmacists generally.

The pharmacist may argue from the standpoint that he charged but the legitimate retail price and that his profit was little enough at that, and that even though he charged more for the article as a prescription than at retail, the difference simply covered the extra work of handling, labeling, filing, etc. But while this may justify the pharmacist to his fellow craftsmen and himself, it has little effect on the customer, for he looks at the matter from an entirely different standpoint and too often draws the worst possible inference from the transaction. He reasons that because the doctor wrote something on a paper which he could not read that the druggist took advantage of him and charged him more than he would have done if he had asked for the article by name, therefore he feels that the druggist has not dealt squarely with him. If physicians *will* prescribe proprietaries the only thing to do is to hand them out at your regular price and hope for happier days.

DISPENSING NOTES.

A Fund of Useful and Practical Suggestions—Things which Come up Daily in Every Pharmacist's Experience—Problems Solved and Difficulties Cleared.

Edited by H. P. HYNSON.*

Silver nitrate which has become discolored by exposure may be easily reclaimed by recrystallization, and with comparatively little loss.

The fact that Goulard's extract may be mixed with distilled extract of witch hazel, which has been exposed to carbon dioxide, without cloudiness, is peculiar and needs explanation.

To the question, "What is meant by 10°, 20°, and 26°, in reference to the strength of aqua ammoniæ?" it may be stated that this refers to an estimation by the Baumé hydrometer, and these several strengths indicate ammonia water of 10, 20 and 26 per cent respectively.

The precipitate occurring when cocaine hydrochloride is dissolved in the presence of both boric

*This forms another portion of the "Contributed Pharmaceutical Notes," as edited by Mr. Hynson from the material sent in during last year to the Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association.—THE EDITORS.

and salicylic acids, heretofore reported, is due to the formation of cocaine boro-salicylate, an insoluble salt. The boro-salicylates of all the principal alkaloids are of the same character, and this applies also to the solution of cocaine in antiseptic preparations containing both salicylic and boric acids.

Because of the much greater solubility of the salicylate, salicylic acid is greatly to be preferred to boric acid for the preservation of cocaine solutions. Boric acid, after long standing, cause a precipitate of the borate from cocaine solutions.

It will be found convenient to keep on hand a saturated solution of salicylic acid in distilled water in which to dissolve cocaine hydrochloride. Such solutions will keep indefinitely.

"Iodized phenol" is occasionally called for, and some confusion may occur because of the several formulas to be found in standard publications. Battey's formula calls for one part of iodine and two of carbolic acid to be fused together. This is a solid during cool weather.

Mercury benzoate, like the chloride, is made much more soluble by the addition of sodium chloride; this knowledge is useful in the preparation of the solution of mercury benzoate for hypodermic use.

Caffeine will be found readily soluble in solutions of sodium salicylate or benzoate.

The turbidity in solutions of alkali bromides and iodides in aromatic water may be cleared up by substituting about twelve to fifteen per cent of distilled water for an equal quantity of the aromatic water prescribed. The distilled water is to be added after the solution of the salts has been made in the aromatic water.

The undesirable and inconvenient solidification of heavy mixtures of calcined magnesia and sodium bicarbonate may be largely prevented by hydrating the magnesia beforehand and allowing it to harden and dry. Afterwards make the mixture with the powered hydrate.

Commercial powdered borax will be found to contain many crystals of sufficient size to largely retard the solution of the salt. If found to be sufficiently pure for prescription use it may be bolted, otherwise each quantity should be finely powdered before the solvent is added.

The corrosive action of carbolic acid on the skin may be almost completely overcome by the liberal application of strong alcohol.

It is out of date to continue the use of labels recommending oil as an antidote for carbolic acid. Alcohol should be advised.

Salol dissolves in castor oil, in fair proportions, with the aid of gentle heat, but is thrown out upon cooling. This means, however, may be used for filling soft elastic capsules with this combination, keeping the solution sufficiently warm until introduced into the capsule, when, upon cooling, the salol will be deposited.

Castor oil when flavored with saccharin becomes faintly reddish upon standing some time.

Infusion of digitalis when made with cinnamon bark, U. S. P. 1880, will precipitate alkaloids as tannate; particularly strychnine sulphate, which is occasionally prescribed in this combination. The 1890 formula makes a clear permanent solution with strychnine salts. Cinnamon bark does not add to the color of the infusion as might be supposed. The coloring matter is insoluble in water.

The dispensing of compressed chocolate-coated tablets of quinine on a prescription calling for "chocolate quinine tablets" elicited a strong protest from the prescriber, who maintained that the lozenge or tablet made from quinine and chocolate mass should have been furnished. They were for a child who could not swallow the tablets and were to be eaten, the chocolate masking the bitter taste. Here is a fine distinction which can only be settled by some official definition of these titles, employed rather promiscuously to designate the various forms of dry medication.

Where the number of capsules is not greater than required for dispensing a prescription (5 to 50), the simplest and quickest method is to place the shells of the capsules in a box cover resting on an incline and the caps on a wetted filter-paper on a pill box. The oil or liquid is dropped into each capsule from a pipette, or preferably from a dropping flask (Salleron's) inserting the tube into the shell and withdrawing when sufficiently filled; there is no danger of the outside becoming soiled with oil. The cap pressed into the wet paper, if necessary, is now pressed down over the shell and the capsule placed in a box cover in an upright position for a few minutes. The leakage by this method does not exceed two per thousand.

A pill machine is for rounding the pills as well as for forming the roll or "pipe" and cutting it. If the roll completely fills the gutter, when laid on it lengthwise, the pill may be formed perfectly round when cut and rolled with a gradually pressing down and back motion of the cutter. A properly constructed pill machine is made on mathematical principles to insure this result. A pill machine should never be washed with water; simply wiped with a wet cloth.

The proper vehicle for carbolic acid ointment is unquestionably petrolatum. But even the crystallized carbolic acid is not retained in solution to the extent of 5 per cent. Perhaps the 3 per cent carbolized petrolatum is the limit. By liquefying camphor in carbolic acid the latter remains permanently in solution in the petrolatum to the extent of 4 per cent. Formula: Camphor, 4; acid carbolic, 4; petrolatum to 100. *En passant,* if the patent on the process for producing vaselin has expired years ago, such expiration carries the title in vaselin as a trademark with it. Why not adopt vaselin as the name instead of the unpopular petrolatum?

No matter how thoroughly levigated with the finest zinc oxide, zinc ointment (prepared with benzoinated lard, the proper vehicle) will, after a short time, show agglomerated particles. This is due to the affinity of the fat and oleic acids for the zinc oxide, and may be prevented by the addition of 1 or 2 per cent of oleic acid to the vehicle, previous to the levigation, the completeness of which may also be assured by letting the melted mixture of lard and oxide pass through a strainer of cheese-cloth.

There is no need for a process for sterilizing lard except as comprised in its preparation and benzoinating. Lard which requires sterilization should be subjected to the direct heat or flames of a furnace. The process for rendering or preparing lard, or for benzoinating, should include the process for its sterilization, which is now done in dehydrating it. After the lard has been sterilized, it must be kept sterile by putting it in sterile containers and keeping it at a low temperature, free from exposure to the air.

Coating suppository molds with soap liniment has been suggested as a successful means of insuring the ready removal of the suppository.

Suppository masses from which, by accident, extracts have been precipitated, may be reclaimed if reheated after a few drops of water has been added. This does not apply, however, when tannic acid is present.

Potassium acetate throws down a green precipitate from infusion of digitalis, but none from the present official preparation.

The loss of alcohol in filtration may often be avoided and satisfactory results obtained by using absorbent cotton as a filtering medium instead of paper. Especially is this so of spirit of peppermint.

Caution is given against keeping brown mixture too long. Besides the early decomposition of the spirit of nitrous ether, the small amount of sugar present may ferment. The formula of the late C. S. Tilyard is highly commended. It may be found in Caspari's Treatise.

Ammoniated tinctures should be carefully preserved; they are best kept in small, well-filled bottles.

The A. C. E. anesthetic mixture, composed of alcohol 1 part, chloroform 2 parts, and ether 3 parts (all by volume), may be memorized by the jingle:

A. C. E.
One, two, three.

Caramel should be tested as to its acidity or alkalinity, as it may be either, according to the manner of preparation. Unexplained difficulties may often be laid at caramel's door.

The N. F. formula for court-plaster is very unsatisfactory and needs revision.

Compound tincture of lavender had better not be dispensed in hair tonic even if so prescribed. A veritable "red-headed woman" in consequence is not a pleasant thing to meet!

Acid solutions of pepsin will decompose sodium salicylate, liberating salicylic acid, which, if in excess, will be thrown out of solution.

The discoloration of Donovan's solution may be prevented by keeping a large globule of metallic mercury in the bottle holding the solution.

Oxalic acid acts destructively upon some forms of enameled ware. Loss may be avoided by using other kinds of vessels for solutions of this acid.

SELECTIONS.

A PROFESSIONAL PHARMACY.

There is in Greater New York a professional pharmacy which has become famous among the physicians of the city—that of Bendinger & Schlesinger, at Third avenue and Tenth street. Recently a booklet was published containing pictures of this pharmacy, and these the Editors of the BULLETIN are able to reproduce on this and the following three pages of the present issue. That the store is admirably equipped and furnished can readily be seen at a glance. The booklet itself is worth description. It is 5 by 6¾ inches in size, printed and gotten up handsomely, and dwells on the scientific and professional nature of the firm's business. The explanatory remarks on this head are illustrated and made graphic by means of a large number of small engravings of bits of apparatus and the like, a few of which are shown herewith. In the booklet these are artistically scattered among the text matter and placed on the margins; and the effect is enhanced by the use of a different color of ink. Much is specifically said in the booklet about the prescription and analytical features of the business, and the engravings of these departments, reproduced on the two following pages of the BULLETIN, bring conviction to the reader that the firm is abundantly equipped to do work falling within these two provinces. A large mail-order business has also been developed among the patrons of the pharmacy who spend portions of the year out of the city; and the department where the mail orders are handled is shown in the last engraving which we reproduce.

YOUR OWN SARSAPARILLA.

The druggist who is on the alert to improve his opportunities may as well sell his own spring medicine to all those people who want to take a preparation of this kind. To be ready for this business when

Retail Sales Department.

it comes, he should begin preparations now. There are many things to be done, whether the druggist is making the effort for the first time, or whether he is repeating former efforts with a desire for greater success. There are drugs and bottles to be bought, the preparation to make up, and the designing and printing of labels and wrappers. All this requires considerable time, not only in the planning of the work to be done, but also in carrying it out to a successful completion.

Much importance is attached to the name. It should be plain, easily read, easily pronounced, and easily remembered. Many names are used, but it seems to me that one with the word "Sarsaparilla" in it should be selected. People think that sarsaparilla is good for the blood, no matter if therapeutists to-day tell us that it is not. I call my spring medicine "Compound Extract of Sarsaparilla with Celery." There is a common belief abroad among the people that celery is good for the nerves. Many other names might be chosen, such as "Compound Sarsaparilla with Burdock;" "Compound Syrup of Red Clover Blossoms;" "Sarsaparilla with Iodide of Potassium," and so on. Each druggist can choose a name to please himself.

The preparation should contain a combination of good alteratives, tonics, and laxatives. It should be cathartic enough to move the bowels a little. That will make it show results, and results of this kind are what the people want, especially at this time of the year. They will always feel better after taking a medicine of this kind; however, it must not be too cathartic. People differ so much in this respect that it is practically impossible to get any one combination of drugs to suit everybody. This is the formula that I have used for a number of years, and which has given good satisfaction:

Sarsaparilla root	20 ounces.
Cascara sagrada bark	20 ounces.
Burdock root	15 ounces.
Red clover tops	15 ounces.
Taraxacum root	20 ounces.
Celery seed	16 ounces.
Gentian root	15 ounces.
Sassafras bark	20 ounces.
Glycerin	80 fluidounces.
Alcohol	120 fluidounces.
Water	q. s. ad 800 fluidounces.

We buy most of these drugs in a granulated condition, and they are thoroughly mixed in a large shallow pan with the menstruum, and then packed in a large percolator, the percolation being allowed to proceed until the required amount is obtained.

I believe in using good drugs and making the preparation a good one; also in giving the people

Prescription Laboratory
(See page 24.)

plenty for their money. We put ours up in large bottles with panels on all four sides. The bottles contain about nineteen fluidounces. We put them up in a straw-board carton, and put on a yellow wrapper printed in black ink. Our selling price is $1 per bottle, or six bottles for $5. The profit is very satisfactory. Any druggist can very easily estimate what his profit will be.

It is easy to make the preparation, but how can sales be made? is a question that is frequently asked by druggists who have not made the effort of making and selling a preparation of their own manufacture. I had printed for me ten thousand copies of a small, four-page paper by the same printer who printed my sarsaparilla labels and wrappers. Each page was about 9 by 12 inches. On the last page I advertised my sarsaparilla, devoting the entire page to that one thing. I had the printer set up a facsimile of the front of the outside wrapper and print it on the last page, and underneath it was the following matter: "This is a copy of the front of the wrapper on Pepper's Sarsaparilla with Celery. It is a large bottle of good medicine. Larger and better and stronger than other Sarsaparillas, and the price is only $1 a bottle, or six bottles for $5. Get it at Pepper's Drug Store, Woodstock. Sent by express to any address upon receipt of the money."

These papers were distributed from house to house throughout the city, given across the counter, wrapped up in parcels leaving the store, and sent through the post-office to people in the country for miles around. We wrap one of these papers around each bottle of sarsaparilla before it is put into the carton.

We also make window displays of the medicine as attractively as we can, in the spring, and advertise in the daily and weekly papers. We recommend it and talk about it personally to our customers, and make a sale whenever we can.—J. T. Pepper in the *Pharmaceutical Era.*

SOME HOT-SODA SUGGESTIONS.

Old beef and clam bouillon are seldom good when left over, therefore they should only be purchased in quantities sufficient for the season, and you should be careful about using left-overs from last year; better throw them away, buy new, and have your drinks right. It will pay you in the end.

Druggists are often heard to complain that they

Analytical and Bacteriological Laboratory (See page 24.)

don't do a good business, and don't know why. I tell you, you must make your hot drinks better and give a reasonable quantity. Do you expect a man to pay you five cents for a little mug of poor coffee when he can secure a large cup of good coffee at a restaurant for the same money? If you do you are very much mistaken. The time has come when druggists as a body must awake to the fact that they can't expect to make the same percentage of profit on hot drinks that they do on cold ones, but must be contented with a little less on the single cup and look for the profit on the increase of sales.

It has been proved beyond any question of doubt that a large list of hot drinks is not necessary to a thriving business. One of the largest dispensers of hot soda for years only ran hot chocolate, coffee, and beef tea, and just lately added clam bouillon and malted milk to his list, and most dispensers would find this quite sufficient for their use. There are some other drinks now on the market which can be handled at a profit, but they are not absolute necessities, though the demand for them is constantly on the increase.

To the small druggist who has reason to doubt the advisability of putting in hot soda and still wishes to try the experiment, I would say that a common nickel-plated copper bar urn can be purchased for $3 or less, and $3 more will buy all accessories needed outside of dispensing materials. With this outfit you can serve as nice a soda as a man with a hundred dollars invested in apparatus if you use equally as good material.

Don't try to use cold soda syrups in the preparation of hot soda, as they are invariably too sweet and do not have sufficient flavor.

The question often comes up, should syrups be kept hot? I do not hesitate to say no; have your syrups cool, but not on the ice. Heat dries them, evaporates them, and hastens them in souring, destroys their delicate aroma, and spoils their naturally exquisite flavor. Some there are who believe syrups should be kept hot, but as a rule they would have to confess they had never tried both methods.

Whipped cream is a necessity in most places and adds much to the appearance of the drink, though it does not add anything to its quality, which should always contain sweet cream to give the flavor in all formulas where the drink is to be topped off with whipped cream.

Hot soda still needs a generous amount of real good advertising, and it is to be hoped that the public can be induced to try a cup and find out how really good it is.—Condensed from an article by E. W. White in the *Spatula.*

Mail Order Department. (See page 24.)

A SIMPLE METHOD OF CLASSIFYING PILLS AND TABLETS.

Even when the number of prepared tablets and pills necessary for a full stock was much smaller than it is at present, I remember I used to dread a prescription calling for this now much-ordered class of preparations. Then, in common with not only many druggists of that day, but this as well, upon receiving a bottle of tablet triturates from my jobber I would place it at any spot in the pill case which chanced to be most convenient. When a prescription came in for a particular make of one or another pill or tablet, a long search through the case would most probably ensue. Though perhaps inwardly muttering irreverant words, I would be forced to remember the old maxim "slow and sure," and patiently pull out the bottles on shelf after shelf. Many were the times that, although I knew a certain tablet or pill was in stock, after I had made what I thought to be a thorough search of the case, nothing would reward my efforts, and I would be forced to seek the bottle among its multitude of facsimiles a second or even a third time before it could be found. I am sure there are few, if any, druggists who have not been, even though they are not now, forced to experience similar tiresome searches which are irritating to not only the "man behind the counter," but to the customer as well.

As a means of reducing to a minimum the labor entailed by the search, I have divided the shelving of my case into about thirty-five or forty small closets or pigeonholes. Beginning at the bottom I have numbered these from one up, the number of each being placed upon it in some conspicuous place. I have found the most convenient method is to paste figures cut from a large calendar upon the side of the partition which separates each pigeonhole from the one adjoining it. The number can be seen equally well as if attached to the shelf below, and this arrangement possesses the additional advantage that by it the label is, to some extent at least, protected. I next took the catalogue of a manufacturer of pills and tablets, and placed numbers, which corresponded with the numbers on the pigeonholes, in the margin opposite the name of each pill or tablet. In order to make the necessary number of pigeonholes as small as possible, I placed all makes, sizes, and compounds of any one particular tablet or pill together; but this does not render the plan any the less efficacious. When I wish to find any particular bottle in the case, the only thing which I have to do is to refer to my list, and so find the number of the pigeonhole in which it had been placed. To examine the, at most, fifteen or twenty bottles which this compartment contains is a comparatively easy task.

Perhaps the greatest advantage which this plan possesses over all others is the complete lack of expense involved in its execution. The only material necessary for constructing the partitions is the tops and sides of cigar boxes, as pill cases are almost invariably behind the prescription desk, and consequently invisible from the front of the store. The colored boy, by utilizing his idle moments, will in a few days be able to whittle the wood to the required size and shape. The pills and tablets once classified, the only trouble will be to see that the bottles are replaced in the proper pigeonholes, and a little care being exercised in this direction, you will soon find this system indispensable.—JOSEPH T. WARE in the *Southern Drug Journal.*

HOW DRUG HABITS ARE FORMED.

A certain man and his wife were both habituated to the use of morphine, using it by injection. The man one day deplored the necessity of using the drug, and stated to his druggist that he would give almost any sum within his reach and reason if both himself and his wife could be cured of the habit. Without informing him, the druggist each time thereafter reduced the amount of morphine in the solution, so that in the course of time the quantity of morphine was simply nominal. The druggist had kept a record of the amount less than what was paid for, and he handed back to the customer quite an accumulated sum of money, with the remark that now he could, if he saw fit, discontinue the use of morphine, as he had only been taking an insignificant amount for about one month. Apparently the man was gratified; said nothing of the sum of money he had declared himself willing to pay for a cure; took the money and began buying his morphine solution elsewhere, and no doubt continued the use of it while he lived!

A man engaged in a business, the bulk of which is done in a few months of the year, during which time consecutive days and nights are passed without sleep, sought the advice of a physician for insomnia induced through these conditions of work. The physician prescribed an ordinary dose of chloral, to be taken when needed. The chloral habit was soon growing on the man; he was told of his danger by the druggist, and was appreciative enough, but transferred his trade to another store. The remainder of the story is too pitiful to be told.

A young and prospering business man suffered at

intervals with acute pains of some form or other; morphine by injection afforded relief; the time between the spells lessened; the use of morphine increased. The syringe was laid aside; to morphine were added cocaine and chloroform; and when the heart became affected, the victim resorted to whiskey, and went on glorious drunks! The amount of the drugs used by this individual was something extraordinary, and accompanied with it were the occasional whiskey sprees and other irregular habits; nevertheless, he still lives, and I am told that he is cured of the affliction, after a life of this kind of more than four years.

Another reason for the acquirement of drug habits is association. I have a case in mind of a druggist (?) whose sales of cocaine, morphine, etc., amounted to more on a Saturday night and Sunday than the total receipts of an average druggist for a week. He soon became addicted himself, for no other reason than that he continually handled the drugs and dealt with those that used them!—Portions of an article presented by E. G. EBERLE at the Philadelphia meeting of the American Pharmaceutical Association.

A HANDY ARRANGEMENT FOR BARREL GOODS.

An arrangement which will be useful for stores where trade compels the keeping of such stock as alcohol, witch-hazel, wines, whiskies, etc., in barrel quantities—especially when those commodities have to be stored in the basement—is as follows:

Suppose we have six barrels to be stored. Put three on the bottom row lying on their sides, slightly raised from the floor, and leave a small space between each. On top of these put a row of two, and on top of these again one more. You now have the six barrels arranged in pyramidal form; they should be blocked up so as to be solid.

Into the top of each barrel fit tightly a piece of half-inch gas-pipe, and bring these six pieces up through the floor of the room above, about six inches from the wall and a foot apart, letting them project but a few inches. Into the bottom of each barrel tightly fit another piece of quarter or three-eighths-inch pipe and bring these pieces through the floor, letting them project about two feet. The pieces from the bottom of any barrel should come through the floor against the wall, and directly back of the piece projecting from the top of the same barrel. Mount a small faucet on the top of each of the two-foot projections, which are against the wall; and on the top of the other six pieces, which should be threaded, fit a cap that can be easily unscrewed with the fingers. A large bicycle-pump fastened to the floor and having a rubber tube long enough to reach any of the pipes, and to the end of which is attached a cap fitting the short pipes, completes the arrangement.

Assuming the barrels to be full, to draw from any one remove the cap from the pipe going to the top of that barrel, and attach the tube from the pump by means of the cap at its end. Turn the faucet of the pipe coming from the bottom of the barrel and apply the pump. The liquid flows from the faucet. When through, close the faucet, remove the pump, and replace the cap, which keeps out the dust, and which could be attached to the pipe with a small chain to prevent its being lost.

Now, when a barrel is emptied, instead of putting the new barrel into the basement—always a mean, awkward job—have it rolled into the back room, raise it slightly from the floor, put a funnel into the pipe leading to the top of the barrel and siphon off the full one.

The barrels should be set up as nearly as possible directly under the space on the floor above where the faucets are to be located. This is not, of course, absolutely necessary, but saves pumping the liquid too far. Each faucet should be labeled, the name being printed on the wall directly above the corresponding faucet. All joints must be air-tight.

This plan saves many steps and much time; and many occasions for going into the basement, which is usually dark, are avoided. The flow of the liquid is easily regulated by the pump, or the faucet can be turned, avoiding the waste attendant on drawing from a large faucet directly from the barrel. As the faucets are small, bottling can be done direct, thus saving one handling of the goods. It saves putting full barrels into the basement, and thus saves mounting them. It economizes space by allowing one barrel to be mounted above another.—EDWARD P. HIGBY, Ph. G., in *Merck's Report.*

AS TO THE UNITY OF MATTER.

That Marburg chemist, Professor Fittica, unabashed by the gibes and jeers of his professional brethren, continues cheerfully to smash one cherished element after the other. Beginning with arsenic, he successively made claim that he had succeeded in breaking up antimony, and more recently phosphorus, into other elements—as has been chronicled in these columns. Fittica—and he a chemist of no mean attainments—is positive that the "ele-

ments" named are not elements, but variously compounded of nitrogen, oxygen, sulphur, and carbon, while some one else has claimed a compound nature for sulphur. What the final verdict may be it is difficult to conjecture.

It must be remembered that to the modern scientific mind the ultimate unity of matter is almost an absolute certainty, while the atomicity of chemical elements with the postulated indivisibility of atoms is latterly being questioned by some who believe the atom to consist of electrically charged particles—corpuscles—or electric charges per se, not less than one thousand of which would go to make up an elemental atom. It must also be remembered that the elements are conceived to be regularly evolved out of the primeval essence by some process of condensation, but also, by others, that they are simple combinations of the atoms of primitive matter, the first of these being hydrogen, which, theoretically, would consist of two atoms of such primitive element, these latter having received the appellation "pantogen."

While as yet there is not the slightest proof of the complex nature of the so-called elements or that the dream of the alchemists, who believed they might commute one into the other, is realizable, yet he must be a bold man who would deny the probability or possibility. Many strange developments have lately been witnessed in the domains of physical research and forces of nature unfolded that have startled the world by their wondrous attributes. Only let us recall the Hertzian waves, the cathodic, the Roentgen, and Becquerel rays, and latterly the mystifying emanations of that peculiar element termed radium. And then the physical phenomena connected with these various exhibitions of energy! Who knows what all this ultimately may lead to, and if, indeed, we are not on the eve of at least an inkling of the conception of what matter really is? These new forces may possibly assist in solving the great riddle.—Editorial from the *Western Druggist.*

SUGGESTIONS FOR CIGAR DEALERS.

One of the most vital considerations which command the attention of the retail cigar dealer is how to keep his stock up to the standard of excellence which it is his desire to attain. It is a well known fact that cigars, unless properly kept, rapidly deteriorate if allowed to become too dry or too moist, or if allowed to dry out at one time and become moist again when the conditions of the atmosphere are such as to make them absorb moisture. And it is also well known that fine Havana cigars should not be kept in the same case with the coarser grades, for they take on the flavor of the ranker brands when kept in the same compartment with them. In talking with cigar men around town many points will be brought out and have been brought out as to how a smaller dealer may keep up the quality of his stock and create for himself a distinctive and profitable trade. One of the best cigar men in Chicago has made the following recommendations:

1. Keep fine cigars in cases separated from the coarser grades.

2. In summer, when the air is moist, use no water in the cases, for it is usually not necessary. In winter, when artificial heat must be used and the air is dry, keep the cigars moist by the use of open pans of water in the cases, or, better still, use the pans and set upright in them rolls of blotting paper reaching to the top of the case. Never let cigars dry out, for then they lose their flavor.

3. In selling cigars do not be afraid to make a suggestion to the customer. If you have fine goods to offer—and you should have—suggest to him that some time when he comes in he try such and such a brand, if you think it is the kind of a cigar that will suit his taste.

4. Keep trying for a distinctive business. Get such a reputation for taste and discrimination as a cigar buyer by keeping your stock always in the proper condition that your customers will prefer to come blocks to trade with you rather than go to another store. In order to do this, you cannot afford to be loaded down entirely with the advertised brands. You must have room in your cases for the labels you yourself desire to push. Remember that the advertised cigars can be had in any store as a rule and are of the same quality as the same brands you sell, and that your only advantage on these goods is in knowing how to keep them in better condition than the other fellow. If your customers know you as the purveyor of a certain cigar they like they will come to you for it, and it should be your endeavor to get as much of that kind of trade as possible.

5. Make yourself acquainted with the salesmen who come into your store. Find out from them how the big cigar dealers keep their cigars fresh and in flavor, and copy their example wherever you can. Next to finding an original way of doing a thing well is to find out how some successful man did the same thing.—Condensed from an article in *The Retailers' Journal.*

LETTERS.

A FIREPLACE VS. A COLD CURE.

To the Editors:

"A Clever Cigar Window," illustrated in the BULLETIN OF PHARMACY for last May, and representing a fireplace, suggested to me a cough-mixture elaboration which has proved quite a success. In fact, to use a colloquialism, it "struck twelve" as an attraction.

Our cough mixture is put up in brick-red cartons, and of these a wall was built, and provision made for a fireplace. Hanging above the latter, a large frame covered with yellow sateen proffered the advice: "For your cold take Birks's Cough Mixture and keep warm." This was printed in black.

The pillars supporting the mantel-shelf were made by covering strawboard with the enameled green granite paper used by bookbinders. When wetted it is easy to roll this around empty tins and lace with needle and tape. Crimson plush was tacked around the mantel-shelf board and edged with embossed gilt strips, such as box-makers use. This came in handy to finish off the pillars too.

The good advice for winter weather was repeated across the plush mantel drape on a strip of green manila board. Feeding cups, medicine spoons, and an open and partially filled bottle of cough mixture stood together with a dose in a glass on the mantel-shelf. This quite gave the impression that it was just ready to take.

An arch cut out of strawboard and covered with steel-blue enamel paper formed the front of the grate, and the piece left did well for the back. The space between was covered by pasting black tissue-paper on it. One-inch glass tubing, filled with colored water, made good-looking fire-bars, gold foil being pasted on the ends and center. The fire was provided by a 32-candle-power electric bulb, backed by two tin stars, resting on and against a sheet of asbestos. A piece of glass leaned against this, and a large sheet of crimson-colored gelatin covered the whole. Firewood in the shape of stick licorice kept it in position. To stack this in proper artistic *dis*-arrangement was a problem, solved at last by tying it in triangles with black tape.

Whole linseed, with an edging of cough-lozenge boxes (yellow label), constituted the fender; but linseed must have gone out of fashion, for while we sold a lot of licorice sticks, very few inquiries for linseed were made. A showy tinseled curtain (yellow in tone) completed the back of the window, and green eucalyptus oil cartons served as a floor carpet; on this clinical thermometers and hot-water bags with crimson covers were spread about. Fire without smoke is an undoubted attraction to the small boy, to country bumpkins, and to others besides; this fireplace certainly elicited curious comments. A grave consultation between two Irish biddies as to where the smoke went was amusing. The fire, however, if theatrical, was fairly convincing; the little white light which escaped between the edge of the gelatin and the steel-blue back of the grate (left purposely for ventilation and safety) was quite a realistic finish.

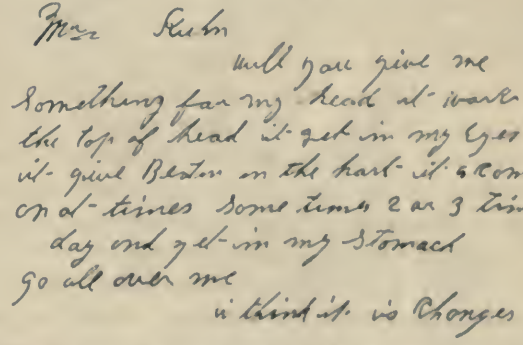
J. E. COUDREY,
Manager of Wm. H. Birks's Pharmacy.

Adelaide, South Australia.

SHE WAS BADLY OFF!

To the Editors:

A correct diagnosis of the case described on the attached slip, and treatment for the same, is desired. Kindly make one and suggest the other!


Mr Kuhn
will you give me
something for my head it work on
the top of head it get in my eyes
it give Bester on the hart it comes
on at times some times 2 or 3 times
day and get in my Stomach
go all over me
i think it is Changes

The patient is supposed to be a woman of mature years. The order was received in the store of Mr. David B. Kuhn, of this city.

CURTIS W. TURNER.

Nashville, Tenn.

THE ALPERS PAPER AGAIN.

To the Editors:

Apropos of the letter published in the last BULLETIN from Mr. Herbert E. Small. who wonders that such a fuss was made over the Alpers paper, let me suggest that he read the full article as it was originally presented at Philadelphia, and not the pocket edition. He will then understand it all. I say "pocket edition," because the offensive parts of the original paper were pocketed in the BULLETIN'S edition of the thing.

W. BODEMANN.

Chicago, Ill.

BUYING CLUBS VS. THE TRIPARTITE PLAN.

To the Editors:

The subject of the symposium printed in the last BULLETIN—that of buying clubs—was up for discussion at our Hyde Park drug club last week. This is the way we looked at the thing: When a new building goes up on a certain corner, and real-estate agents run their legs off to get a drug store in the building, when there is already "a full house" in the vicinity, we petition the jobbers, and—no drug store goes into the new building! When a smart Aleck bobs up and thinks he can paralyze the natives by slashing prices, we also go to the jobbers, and—Aleck gets wise and comes into the fold! That's practical politics, and demonstrates the benefit of the tripartite plan. No buying club could begin to show such results as these. No buying club for us—so long as the tripartite plan has life and shows returns!

Another important subject came up for discussion at our meeting. We decided to have in March a banquet at which the druggists and their medical friends will meet in a pleasant way, and after the "spirit is over us" we shall discuss "dispensing by doctors," "prescribing by druggists," "National Formula preparations *versus* patent nostrums," and the like. There is no doubt that we shall get the same results by bringing the two professions closer together that we have had in bringing the druggists themselves into a closer communion. As one philosopher among the physicians remarked in a joking way: "Since I got better acquainted with my neighboring druggists, I have come to the conclusion that they were not nearly as mean as I was myself, and we get along splendidly now."

W. BODEMANN.

Chicago, Ill.

THE CREOSOTE QUESTION.

To the Editors:

It is with pleasure that I read your editorial on the creosote question in the last BULLETIN. After my views on the question as expressed at the Philadelphia meeting were unanimously indorsed, I still didn't see how the question could be solved, unless the pharmaceutical journals, the manufacturing chemists, and those firms issuing price lists, would lend a hand. I am satisfied that most of these people would take the right step if their attention were drawn to the matter. If the A. Ph. A. had an officer or committee under instructions to look after this thing, and to call the attention of publishers to the action of our association, the word "creosote" would in a short time be restricted in use to its proper place. You are the first one to help correct the evil, and the profession of pharmacy ought to and will appreciate it. Long live the BULLETIN OF PHARMACY, and may you have a pleasant Christmas and a very prosperous New Year!

WM. MITTELBACH.

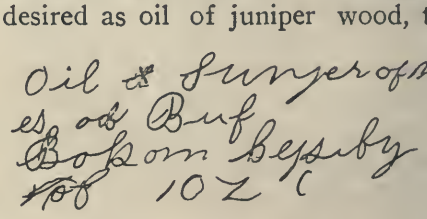
Boonville, Mo.

[Thanks, brother, may you have many of them!—THE EDITORS.]

WHAT AN INDIAN WANTED.

To the Editors:

I enclose a receipt brought into the store the other day by an Indian. It may be of interest to some of the readers of the BULLETIN. I translated the articles desired as oil of juniper wood, tincture of



buchu, and balsam copaiba, of each 1 ounce respectively. The first and last articles are not very difficult to read, but I imagine the second one would need a little study.

W. W. MORSE.

Kalkaska, Mich.

TO EMPTY THE MISCELLANEOUS SOAP BASKET PROFITABLY.

To the Editors:

Many odds and ends of toilet soaps had accumulated in the store, as odds and ends have a way of doing, and were selling as indifferently as "left-overs" usually do. To make them more in demand by a little diplomatic advertising, this is what the druggist did:

First, he covered the floor of his show-window with blue cheese-cloth. Then he enveloped six or eight long boxes, about 8 inches square at the ends, in the same material, puffed a strip of white cheese-cloth around the edges of the ends of each box, stood them on end in the window, equidistant apart, the rear ones elevated slightly above those in front, and displayed on each box this arrangement: A white china plate was partly covered by a mat of black calendered paper, leaving a white margin of

plate of about one inch; in the center of the black mat a single cake of toilet soap of a cream color was placed. The four corners of each box were decorated with a bunch of artificial violets. Between the boxes, potted plants were stood with the pots bound in blue and white crêpe paper. Blue cheesecloth curtains hung in the background. A placard over the trim read: "SOMETHING SPECIAL IN TOILET SOAPS, 15 CENTS PER CAKE; A FEW DUPLICATES LEFT IN OUR SOAP DEPARTMENT."

People will agree there is something special about such a unique display as this, and will ask about it.

JOSEPH HOSTELLEY.

Collingdale, Pa.

COMMENT REQUESTED.

To the Editors:

I enclose a copy of a prescription which was given us a few days ago:

Sodium bicarbonate	8 ounces.
Sodium chloride	2 ounces.
Powdered gentian	2 ounces.
Wild cherry bark	2 ounces.
Licorice root	2 ounces.
Inside bark of white wood root	2 ounces.
Powdered nux vomica	½ ounce.
Red cinchona bark	½ ounce.
Powdered lobelia seed	30 grains.
Oxide of gold	20 grains.

This is supposed to be an infallible tobacco cure! I would be pleased to have you publish it, and ask for the comments on it of your readers. We should like to know what the "inside bark of white wood root" is. "Oxide of gold" is another curiosity.

R. H. HOPKINS.

Colo, Iowa.

TWO ADVERTISING IDEAS.

To the Editors:

Here are two ideas which I have picked up in my travels during the past week. Hammer & Clancy, of La Salle, Ill., had a large display of pocketbooks in their window, and above them was a large sign bearing this legend: "NO POCKETBOOKS SOLD ON CREDIT—WHAT'S THE USE?"

Another thing that I saw which struck me as being clever was in a drug-store window in Indiana. The display was that of the druggist's own cough mixture, together with a few lumps of hard coal. A neat sign in the window read: "TWO THINGS OF HIGH VALUE!"

W. F. BAHE.

Chicago, Ill.

HE WANTS THE OPINIONS OF BULLETIN READERS.

To the Editors:

In the next issue of the BULLETIN will you kindly ask for the opinions and experiences of your readers in dispensing extremely large doses of croton oil in exceptionally severe cases? "Should a pharmacist dispense more than maximum doses where he *knows* the case to be exceptional, and where he is sure the doctor has made no mistake?" I should like to have the statements of other druggists on this point, and shall be very much obliged both to them and to you for the same.

"TEXAS."

A CHANCE FOR A GUESS.

To the Editors:

A little girl brought into the store an order for "5c worth of Oaksellidessen." It was quite legibly written, and I began to wonder what part of the oak she wanted. After questioning her I found that her mother's wash-boiler was rusty, and from this hint I was enabled to supply the article.

Your readers will guess what the article was.

M. GLUCK.

Brooklyn, N. Y.

REGISTERS A "KICK!"

To the Editors:

I have, very much to my regret, to register a "kick." I am "shy" the last two numbers of the BULLETIN, and I must have them to complete my files. Inquiry at the post-office here has given me no satisfaction whatever, and as I have heretofore received my mail promptly, I am disposed to think that the fault is elsewhere. Kindly mail extra copies with bill, for I need the BULLETIN in my "biz," and cannot forego the pleasure it gives me to read each number *from cover to cover.*

H. G. POSEY.

Shreveport, La.

Can't get along without the BULLETIN and believe it to be the best journal of its kind.

W. A. BLAESSER.

Cherokee, Iowa.

* * *

Inclosed find check for the BULLETIN OF PHARMACY for the ensuing year. It is the only up-to-date pharmacy journal published, and it beats them all.

ARTHUR G. BAILEY.

Sault Ste. Marie, Mich.

BUSINESS HINTS.

A Unique Advertisement.—

The accompanying illustration shows a very clever advertising dodge conceived last winter by Mr. John J. Seiberz, of Louisville, Ky. After a heavy fall of snow, Mr. Seiberz had some boys make a snow woman in the front of his store. The "artists" themselves are shown in the illustration! After the figure was completed, a paper face was provided it, and then there was placed in the outstretched hand a sign made of wood and bearing legends on both sides advertising a face lotion made by Mr.

Advertising a Toilet Cream.

Seiberz. On one side appeared the words: "ROBERTS'S PEARL CREAM FOR CHAPPED SKIN. GUARANTEED OR MONEY REFUNDED. 15c." On the other was this legend: "ROBERTS'S PEARL CREAM FOR CHAPPED SKIN. 15c." Mr. Sieberz tells us that this novelty proved a ten-strike, especially since snow is so rare in Louisville. He says that the interest was so great that the cars even stopped, and the people all gazed and laughed at the figure in unison. It is quite needless to say that the sale of "Roberts's Pearl Cream" boomed!

A Window Display Novelty.—

Something that can be utilized as an advertising medium for many preparations in stock may be fashioned after this description, says Joseph Hostelley (*American Druggist*): Envelop a large, square box in white paper pasted carefully without blister or blemish. With black crayon or ink convert this cube into the representation of a huge dice, and rest in the center of the window space. The spots corresponding to the higher numerals should be the ones to be seen from the street. With colored crayons or paint make a number of mimic playing cards—diamonds, clubs, hearts and spades. Let these be designed from large sheets of white cardboard about three feet by one and three-quarter feet. Common pasteboard covered with white paper will answer. Support "a hand" of these cards, with faces to the front, on each side of the great dice, like an open fan, just as though held by a card player. This can be nicely done by tacking the cards to a light and simple frame of wood. Assemble in the unoccupied window space the popular syrup of white pine and tar, for instance. Let a large placard in plain distinct lettering appear prominently in the exhibit, reading in this vein: "TAKE NO CHANCES. Brown's Syrup of White Pine and Tar will cure a cold." The scheme might be often made to turn an occasion to account. The subject of the display could be a skin lotion, and the placard read: "A WINNER. Winter Cream for the skin."

After Mr. Dooley.—

Here is the way Doull Bros., of Helena, Montana, advertise their specialties. Mr. Dooley isn't "in it" with Mr. Murphy!

Harken will yez till I do be tellin' yez somethin' about mixers. I mane the mixers in the Droug Sthores. They are the byes what can make yez aisy whin yez have been indiscrate, an' taken could, and have a soarness in year throath. Doull Bros. have that curious mixture for a gargle that makes yea aisy in year throath in a short toime, and if it be sore throath in the either extremity of year body, why Perrin's Pile Specific is the mixture yea do be looking for, as it niver fails. And if purty yea would bea, that Complixion Crame of Doull Bros. is the mixture that wad make yea that same. Don't thry and bea funny now, or yea will want some of that curious compound of Doull Bros., and all gentlemen know that the Blue Pills that Doull Bros. do mix, is foine far the dags and marses, whin they do be off their fade and have tears in their oies, and wape far the devil only knows what, but the Blue Pills stop the waping, and makes thim as froisky as a kid afther a good dinner. And spaking of dinners, that man Perrin by name, is the friend av all the paple whin he compounded that mixture called Perrin's Poile Specific. It makes you schmoile and be aisy in year stomach whin you've been out havin' a good toime with the byes and goorls, and aiting trook that is not good far yea. But now yea can take of that mixture, and by dad year as well as yea were whin a kid, and no sign of the lump or blading is left, for that red stuff he calls Specific do the thrick well an' no mistake, an' whin yea go to Hilina, give him a call an' by dad yell mate a foine gentle-

man, an' he'll give yea a foine toime with all. Don't I knows well; hav'n't I been there, an' it's the foine toime I had and none knows better thin myself, and say byes, if the old lady has been pullin' year hair all out, why use Granio, an' it'll all come back as nice as iver, an' that's no loie. I say the mixers at the Droug Sthores in Montana are the aquals of iny, an' don't forget that same, an' I'm talking the thruth to yeas now, an' as I've had the flure for some toime I'll give some av the rist a chanst. Thank ye.

P. PERRIN MURPHY.

Helena, July 8, 1902.

Advertising a Cough Cure.—

J. T. Pepper writes in the *Pharmaceutical Era* that he gives out nicely printed circulars across the counter and wraps them up in parcels so that they get right into the home where they are read. A circular he is distributing now is not original at all, but it makes people laugh when they read it and that makes them feel good, and leave a favorable impression that "Muskoka Pine Syrup" is a good cough medicine. A splendid means of making and helping sales is to make attractive displays in the drug store window. He does the best he can in this direction, and any druggist can do the same. It is a great satisfaction to have a person come in and say: "I would like a bottle of that cough medicine in the window." Under such circumstances one gives it to him or her with great good will, for it pleases him to know that his window display is good enough to do business. Moreover, the profit on sales of one's own preparations is a very good thing to have. Many such would make druggists rich.

Ingenious Method of Advertising Perfumes.—

The BULLETIN is in receipt, from Von Rohr's Pharmacy, at Winona, Minn., of some advertising specimens which show a very ingenious method of pushing perfumes. Although this plan was discussed at some length on page 207 of the BULLETIN for May, 1902, by Mr. E. P. Ferté, of Butte, Mont., it is abundantly deserving of additional consideration. In brief, small gelatin capsules are filled with perfumes and pasted on cards containing the name of the extract, the price, the name of the advertiser, and other information. It is only necessary to break a capsule in one's handkerchief to secure a most pleasing odor. Mr. Von Rohr hands these samples to customers coming into the store, and on pleasant evenings has one given to each lady entering the theater. Moreover, the people of Winona have gotten to like this kind of perfume package so much that they have asked to buy the capsules by the dozen, and a very nice trade of this unique sort has thus been built up. In order to prevent the capsule from leaking, a small quantity of a 20-per-cent aqueous solution of gelatin, kept warm on a water bath, is painted on with a camel's hair brush at the point of union; and the capsule is fastened to the card, not with mucilage, but with glue. The cards are 2⅜ by 3⅝ inches in size; the text of one of them is reproduced herewith:

EGYPTIAN LILY

PERFUME

A DELICATE AND LASTING ODOR.

Put the Card in your Handkerchief and break the Capsule.

PRICE 50c PER OUNCE

...AT...

VON ROHR'S

PHARMACY,

WINONA, - - - MINN.

Holiday Publicity.—

Mention may be made of a little four-page folder gotten out during the holidays by Yeager & Fulton, of Braman, Oklahoma. Brief, terse statements were made concerning each class of holiday goods, and the folder was nicely printed. It can scarcely have failed to produce good results. Yeager & Fulton tell us that it was mailed, not only to regular customers, but to people in the adjoining towns.

An Excellent Folder.—

One of the best folders we have seen for a long time comes to us from Joseph Meuter, of 22d Street and Griffith Avenue, Louisville, Ky. If we mistake not, we have had the pleasure of giving very commendatory notice in the past to some of Mr. Meuter's advertising efforts. This particular folder is 3⅛ by 5 inches in size, and is printed upon a superior quality of coated lemon-yellow paper, which is white on the inside. The title is "A Few Winter Remedies," and the four specialties advertised are Meuter's Violet Cream, Meuter's Baby Cough

Syrup, Laxative Cold Quinine Tablets, and Meuter's White Pine Syrup. Each specialty is thus given a page by itself, the two cover pages included, and the merits of each are tersely and convincingly set forth. This little folder of Mr. Meuter's will certainly produce sales.

An Australian Advertising Slip.—

This slip was recently gotten out by an Australian chemist whose name appears at the bottom:

Sheep Shearing Extraordinary.

AN enterprising Yankee has invented a new method of sheep shearing. He inoculates the sheep with a germ that makes them cough in any given direction, and with sufficient force to throw the wool off, one strand at a time. The sheep are taught to cough the different quantities of wool into particular receptacles attached to an endless belt that feeds the looms which are driven by the atmospheric disturbance caused by the coughing of the sheep. After the sheep has coughed all its wool off it is given a bottle of Wilkinson's Eclectric Aniseed Cough and Cold Cure, price 1s. and 1s. 6d., to stop the cough, and a bottle of Wilkinson's Bay Rum and Bitter Apple, price 2s., to start the wool growing again. These and many other equally valuable remedies are obtainable from Wilkinson, Chemist, opposite St. Luke's Church. If this strains your imagination, or makes your head ache, you can get a box of Reynold's Instantaneous Headache Cure for 1s. at the same time and place, and please do not forget this—you can get everything at a reasonable price—not one thing alone, but everything.

J. WILKINSON, Chemist,

Opposite St. Luke's Church,

RUTHVEN ST., TOOWOOMBA.

One of the Best Forms of Professional Advertising.—

Druggists have repeatedly been told that one of the very best methods of bringing themselves to the attention of physicians is that of appearing at medical meetings and reading papers on subjects of mutual interest. Nothing will so tend to set the pharmacists right in the minds of physicians, or give pharmacists so good an opportunity of proving their knowledge. We see from newspaper clippings that two well-known pharmacists of central New York, Mr. E. S. Dawson, of Syracuse, and Mr. J. B. Todd, of Ithaca, recently read papers before the Academy of Medicine of the former city. Mr. Todd presented "an analysis of 200 prescriptions," while Mr. Dawson discussed the very important subject of the relations between the professions of pharmacy and medicine, urging physicians to rely more upon the skill of the pharmacist.

A Holiday Booklet.—

Frank T. Wray, of Apollo, Pa., got out a very nice booklet for the holiday season last month. It contained thirty pages, 3½ by 5½ inches in size, and was quite nicely printed and gotten up. Most of the booklet discussed the various classes of holiday goods which Mr. Wray was anxious to bring to the attention of a waiting public. But the opportunity was hailed to devote ten or twelve pages to other things; the first five or six of these were given up to a general talk on the store, and then followed a half-dozen pages on Mr. Wray's own specialties and the like. Whether it really pays to "mix drinks" in this way with advertising material is a question about which readers of the BULLETIN will doubtless differ. Personally, we always believe in concentration as an advertising policy. The cover of Mr. Wray's booklet was of a pleasing light gray and bore this legend: "Would This Interest You?"

A Booklet.—

We are in receipt of a little 36-page booklet from Fitzhugh Lee & Co., of Winder, Ga. The first 25 pages are devoted to general topics concerning the various lines handled, such as drugs, prescriptions, and numerous side lines; and the remaining ten pages, as well as both sides of the rear cover, are given up to advertisements of other business men in Winder. We have two criticisms to make on this booklet. In the first place it is printed on very poor paper, and gotten up in such an indifferent manner as not to elicit favorable consideration at the hands of the reader. In the second place, we seriously question whether it is wise to have a booklet of this sort contain the advertisements of others. It seems to us that one of the leading principles of the advertising art is concentration. Don't scatter your shot! If the energies of the reader are to be divided between fifteen or twenty business houses, there isn't very much left for the druggist who gets out the book!

An Advertising Slip.—

Mr. J. Wilkinson, of Toowoomba, Queensland, Australia, has a circular which he keeps on his counter and wraps in all packages going out of the store. It is 6½ by 10 inches in size and has a word or two to say about each of the seven or eight specialties which Mr. Wilkinson puts out under his own label —a sarsaparilla, an ointment, a cockroach exterminator, etc., etc.

PRACTICAL PHARMACY.

Several Practical Suggestions.—

In a paper read at the last meeting of the Pennsylvania Pharmaceutical Association, H. F. Ruhl, of Manheim, Pa., made many useful suggestions which are worthy of mention. Capsules, when filled dry, he said, should not be dispensed without first wiping them carefully on a clean towel (just from the laundry), and a stock of clean towels properly belongs to any pharmacy.—Did you ever, he continued, pull out the label-drawer or cork-drawer too far and spill the contents on the floor? Lots of trouble may be saved by putting a stop on the drawer so as to make pulling it out too far impossible!—Save tin-foil bottle caps and sell them to a tinsmith for a trifle for making solder. If you throw them in the waste box they will not burn when the waste paper is burned. So there you are!—Have a corkscrew in a regular place in the cellar. It will save time and energy.—Save unnecessary steps to the wareroom or cellar by placing jars or bottles to be filled, or empty bottles to be taken there, near the door leading to the wareroom or cellar. When it becomes necessary to make a trip to either, two birds may be killed with the same stone.—Such drugs as rhubarb and columbo should be sold in the granulated form (as prepared for percolation) when the customer desires to prepare an infusion or "bitters." It is then possible for the customer to strain the preparation more easily.—When syrups are made by percolation it is best to use coarse granulated sugar. It comes in coarse and fine, though most grocers keep only the fine.—In summertime potassium carbonate, potassium acetate and chloral hydrate keep better in well-corked than in glass-stoppered bottles.—A discarded triangular file is an excellent substitute for a pocket-knife for pulling corks. Whoever once uses a file for this purpose will not thereafter be without one. Moreover, by breaking off a piece from the end of the file an admirable tool is made for writing on glass in the graduating of percolating jars or bottles.

Pure Granulated Sugar Can be Had.—

It is stated over and over again, in papers on the manufacture of simple and medicated syrups, that it is impossible to get a granulated sugar which does not contain ultramarine blue as a contamination, and that therefore rock candy should be employed for the purpose. A. E. Hiss (*Western Druggist*), after making an investigation, has found this to be untrue, much to his own surprise. Inasmuch, however, as sugar is sold at such a close margin by retail grocers, they always buy the cheapest grade, which is artificially colored with ultramarine blue. Now when the druggist purchases sugar of the groceryman he recieves this blue sugar, and even when he buys of the wholesale grocer he receives the same grade, the latter is so accustomed to dealing out the blue sugar. In spite of this, however, a sugar without bluing is obtainable, and at an advance of not to exceed one-fourth of a cent per pound over the blue sugar. When the sugar comes from the vacuum pans it is sorted out, and that which is lacking in whiteness is treated with bluing. If the retail drug trade generally understood the conditions and would insist upon a pure granulated sugar, this would readily be supplied by the sugar manufacturers. This sugar, which might be called "druggists' sugar" to distinguish it from the ordinary brand, could be supplied to the druggist by his jobber, the latter being the natural distributer for any goods of this character.

Stock Solution of Salts.—

On another page in this issue of the BULLETIN Mr. William Kirchgessner tells how he keeps stock solutions of the more important salts prepared for prescription use, thus faciliting the work. Discussing the same subject in a paper read before the New York State Pharmaceutical Association, Mr. W. A. Dawson states that in all cases where otherwise not noted, the solvent used in making the solutions should be distilled water of a high degree of purity, and, preferably, kept in glass vessels since distillation. Heat should not be used in making stock solutions, lest the salt partly crystallize out in cooling. Many of the solutions are saturated, or nearly so, and one should bear in mind that solubility figures are always calculated for a temperature of 60° F., unless otherwise specified.

The simplest way of making solutions of easily soluble salts, continues Mr. Dawson, is by percolation. A plug of absorbent cotton is placed in the upper part of the neck of a long pointed funnel, the salt placed in the funnel and percolated with the solvent into a graduated receiver—this may be the stock bottle itself graduated with a file mark with the aid of carefully measured water that has been brought to the exact temperature of 60° Fahr. In making a "1-to-1" solution of potassium iodide, or any nearly saturated solution of a cold producing salt, there is no need of using warm water to bring up the temperature unless one is pressed for time, and wishes to get the small portion that remains insoluble in the

cold solution dissolved at once, as the percolate may be poured back into the funnel until the temperature of the room has brought up the temperature of the solution to a degree sufficient to dissolve the last portion of the salt.

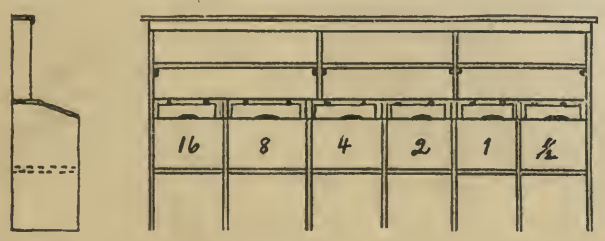
Cotton is much more satisfactory than paper for filtering salt solutions, as the solutions are brighter and keep better. The first portion of liquid passing through the cotton should be caught in a graduate or some vessel other than the receiver, and returned to the funnel, as some particles of dust and broken fibers of cotton are likely to wash out the cotton plug at first.

All stock solutions are kept in glass-stoppered bottles in a light-proof closet; the closet painted black inside with lampblack in shellac, after the manner of a photographic dark room.

Half-pint bulk perfume bottles make good solution containers, as their stoppers are very accurately fitted.

Bins for the Storage of Bottles.—

Azor Thurston, of Grand Rapids, O., remarks that probably few druggists consider the storage of empty bottles of sufficient importance to make any special arrangements for them, but prefer to push the cases, as received, under the counter, or in any other convenient place. The accompanying illustration shows an arrangement for the storing of ½, 1, 2, 4, 8, and 16 ounce bottles, designed and used by Mr. Thurston. When a case of bottles is opened



they are all washed and placed in the proper bin, and are then ready to be transferred to the prescription case, as needed. The illustration represents the front and end view of the bin drawn to the scale of 1-6 inch to the foot. The bottom of each bin is movable, and thus the bin is readily cleaned from any accumulation of dust. If the bins are placed in the basement, the shelving above the bins can be utilized for storing ether, chloroform, hydrogen dioxide, and other substances that should be kept in a cool place. The space under the bins can be utilized for the storage of jugs, cans, etc. Bins as represented can be built for a few dollars, and the satisfaction of always having clean bottles at hand more than repays the moderate expense and trouble entailed.

A Pine Cough Syrup.—

Believing that the name has much to do with the success of a specialty, Mr. J. T. Pepper has hit upon the title of "Muscoka Pine Syrup" for a white-pine cough remedy. He suggests the substitution of "Michigan" or "Wisconsin" or "Maine" for the "Muscoka," which is a local geographical appellation. The product is made after this formula (*Pharmaceutical Era*):

White pine bark	50 ozs. troy.
Balm of Gilead buds	6 ozs. 5 drs., 20 grs. troy.
Spikenard root	6 ozs. 5 drs., 20 grs. troy.
Sassafras bark	3 ozs. 2 drs., 40 grs. troy.
Wild cherry bark	50 oz. troy.
Blood root	5 ozs., 400 grs. troy.
Morphine acetate	150 grs.
Chloroform	6 ozs. 5 drs., 20 grs. troy.
Granulated sugar	30 lbs. avoir.
Water, q. s., to make 50 pints (wine).	

Reduce the vegetable drugs to moderately coarse powder and make by ordinary maceration and percolation, dissolving the sugar in the percolate, then dissolving the morphine acetate in a small quantity of the syrup, adding this to the rest, and lastly adding the chloroform. If alcohol is used along with the water to percolate with, a better, clearer, and stronger syrup is obtained.

Mr. Pepper puts the syrup up in three-ounce flint bottles with panel on one side. He places a label on the bottle, wraps circulars advertising the cough cure and some other preparations around the bottle, and puts the whole into a lithographed carton, on which are two typical pine-wood scenes and suitable reading matter relative to the curative qualities of the medicine within. The selling price is 25 cents a bottle.

Massage Creams.—

Facial massage creams are now usually made of the casein of cow's milk (*Western Druggist*). The milk should first be warmed, a small amount of ammonia water added, and the mixture allowed to stand for twenty-four hours, when the fat may be skimmed off. To the liquid add acetic acid until the casein is precipitated, collect the latter on a strainer, and wash with water until no longer acid. The moist casein may be colored with solution of carmine, flavored with any handkerchief extract or essential oil,

and preserved with some antiseptic agent, such as 5 per cent of powdered boric acid. About 10 per cent of glycerin should be added, which keeps it soft and also acts as a preservative. These creams have become the vogue because they are emollient, but do not soften during use like fatty bodies.

A Few Synonyms.—

These were contributed by pharmacists in various sections of the country to a symposium which Mr. Hynson presented at the Philadelphia meeting of the American Pharmaceutical Association. Substances had evidently been called for under these names:

"Oil of baize"	Mercurial ointment.
"Treacle"	Molasses.
"French chloroform et morphia"	Chlorodyne.
"Soda super carb."	Sodium bicarbonate.
"C. Fœtida"	Asafetida.
"Bismuth trisnitrate"	Bismuth subnitrate.
"Tartrate of antimony"	Tartar emetic.
"Pulv. antimonialis"	James' powder.
"Diosma crenata"	Buchu.
"Emp. epispaticum"	Cantharidal plaster.
"Emp. lyttæ"	" "
"Secale cornuti"	Ergot.
"Chloroformyl"	Chloroform.
"Oleum jecoris asselli"	Cod liver oil.
"Hydrargyri protochloride"	Calomel.
"Plasma"	Glycerite of starch.
"Nucis moschat"	Nutmeg.
"Elixir vitriol"	Aromatic sulphuric acid.
"Axungia ppt."	Prepared lard.

Solution of Citrate of Magnesia Again.—

Of formulas for this troublesome product there is no end, but H. F. Ruhl presented one at the last annual meeting of the Pennsylvania Pharmaceutical Association which seems to deserve consideration. He declared that it would save time in stores where the demand is small and syrup of citric acid is not kept in stock. It consists of making the syrup of citric acid and solution of citrate of magnesia in one.

Magnesium carbonate	15 Gm.
Citric acid	31.2 Gm.
Spirit of lemon	1.2 Cc.
Syrup	116.5 Cc.
Potassium bicarbonate	2.5 Gm.
Water, a sufficient quantity.	

Dissolve the citric acid in 120 Cc. of water, and having added the magnesium carbonate, add the spirit of lemon; stir until dissolved, and filter the solution into a bottle of 160 Cc. capacity containing the syrup. Then add enough water to nearly fill the bottle, drop in the potassium bicarbonate, immediately close the bottle with a cork, and secure with twine. Lastly, shake the mixture occasionally until the potassium bicarbonate is dissolved.

Syrup of Ginger.—

Inasmuch as this product should be a little something more than a mere flavoring syrup, A. E. Hiss (*Western Druggist*) prefers Caspari's formula, which is as follows:

Fluid extract of ginger	1 fluidounce.
Alcohol	5 fluidrachms.
Calcium phosphate	1 ounce av.
Water	15 fluidounces.
Sugar	26 ounces av.

Triturate the fluid extract and alcohol with the calcium phosphate to a smooth mixture, incorporate the water, let the mixture stand for six hours, filter, add water, if necessary, through the filter to make the filtrate measure 16 fluidounces, and in this dissolve the sugar by agitation without heat.

The extra alcohol aids retention of the resinous and odorous principles of the ginger in solution in the aqueous liquid, thereby giving the syrup some medicinal value, besides making it more suitable as a flavoring agent.

A Suppository Prescription.—

The following formula for suppositories, and the method of compounding it, was presented at the Philadelphia meeting of the American Pharmaceutical Association by Henry P. Hynson:

Ichthyol	ʒj.
Tannic acid	ʒj.
Extract of belladonna	gr. iv.
Cocoa butter, sufficient.	

Make 12 suppositories.

Many difficulties with suppositories may be overcome by using larger molds and more cocoa butter. In this case it would be wise to use the larger size molds, requiring about sixty grains of the butter for each suppository. With soft or liquid substances like ichthyol and bulky powders it is generally only necessary to use larger and permissible quantities of the base to secure results utterly impossible with even thirty-grain suppositories.

A Small Point.—

"Corks should be fitted in bottles before the latter are filled. Recently, happening in a drug store," says C. B. Lowe, "I saw a clerk fill a bottle with essence of ginger and attempt to stopper it with a cork which he afterwards rejected, as it did not fit well. I have wondered what would happen if that same cork were used in an eye lotion intended to have a soothing effect."

NEW REMEDIES.

Atarsyle.—

This is the cacodylate of ferric oxide, which is prepared and sold under this name. It is recommended in doses of 0.01 gramme (1-6 grain) (*Pharmaceutische Post*) in anemia, neurasthenia, and skin diseases.

Calaya.—

A new drug introduced into Europe from equatorial Africa, and highly commended as an antipyretic in the native fevers. It has long been used, in the shape of an infusion, by the indigenous peoples of tropical Africa, and it is hoped that it may prove a valuable addition to our *armamentarium medicum*. Calaya belongs to the family *Mimosaceae leguminosae,* the plant itself being called *Anneslea febrifuga.* The new remedy appears in the shape of a syrup, and a wine, and it is also prescribed in capsules.

Carbollysoform.—

Trade name of a new disinfecting preparation, introduced by the Lysoform Gesellschaft. It is claimed that carbollysoform occludes two parts of lysoform and one part of crude cresol, and that it is efficient in 3-per-cent solution.

Flavoiodin.—

According to the *Oesterreichische Zeitschrift für Pharmacie,* this is a chinolin derivative, which is found to be a capital remedy in low fevers and diseases of paludic origin.

Glycomorrhuum.—

Name applied to a new succedaneum of cod-liver oil, now being tried in the hospitals of Paris. It consists principally of glycerophosphates and hypophosphites, and is said to contain all of the active principles of cod-liver oil. Excellent results from its use have been reported.

Haloform.—

According to the *Pharmaceutische Zeitung,* haloform is a formaldehyde-menthol preparation similar to forman, used in the treatment of fresh colds, etc.

Hemostin.—

Trade name for a product that is identical with hæmalbumin.

Hypnopyrine.—

Under this name there has been introduced a compound stated to be a chlorine derivative of quinine; in fact, however, it is only a mixture (*Rép. Pharm.*), It is described as having a very bitter taste, and as being soluble in 8 times its weight of water; very soluble in alcohol and in acids, and insoluble in ether and in chloroform. An antithermic, analgesic, and hypnotic; and said to have yielded good results in migraine, neuralgia, and rheumatism. It is given in doses of 0.25 Gm., 3 or 4 times daily in cachets, or else dissolved in syrup of bitter almond.

Metroglycerin.—

Introduced as a succedaneum of *Secale cornutum* by the Helfenberg chemical works (formerly Eugene Dieterich). It consists of a 10-per-cent solution of sterilized glycerin, carrying gelatin and cooking salt. It comes into market in 100-gramme bottles.

Neurogen.—

Name of a new bath salt containing 73 parts of chlorides, 25 parts of sulphates, and 2 parts of an iron oxide compound. These are dissolved in a solution containing considerable glycerin.

Nicofebrin.—

A new antipyretic preparation of unknown composition, and of Italian origin. It is claimed to be of sovereign value in the remittent and intermittent fevers so common in Italy. It appears in the shape of capsules, and also as a liquid.

Stypticin.—

This hemostatic is used by gynecologists as an internal styptic in uterine bleeding; it has been successfully used in hemorrhages from the bladder after the introduction of sounds, and dentists speak favorably of its efficiency in the hemorrahge after tooth-extraction, etc. Dr. R. Kaufmann (*Monatsh. f. Prakt. Dermatol.*) used it chiefly as a local hemostatic in manipulations about the urethra, in circumcision, etc. A piece of cotton may be impregnated with solution of stypticin and applied. No caustic effects need be feared.

Valeriana—Valeriana Essence.—

This is also known as compound spirit of valeriana and is put on the market by R. Kalle & Co., Berlin. It is mainly a distillate of valerian root and peppermint leaves. It has an exceedingly sharp peppermint taste, quite perceptible even when largely diluted.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Compound Hypophosphites Without Sugar.

E. A. G.—Some time ago Ferdinand A. Sieker (*Pharmaceutical Review*) suggested the following formula:

Calcium hypophosphite.....	8.75 Gm.
Potassium hypophosphite	8.75 Gm.
Sodium hypophosphite	2.20 Gm.
Ferric hypophosphite	4.38 Gm.
Manganese hypophosphite	2.20 Gm.
Quinine, alkaloid	2.14 Gm.
Diluted hypophosphorus acid (10-per-cent)	5.5 Cc.
Strychnine sulphate.....	0.0685 Gm.
Potassium citrate.....	5.5 Gm.
Citric acid.....	0.7 Gm.
Glycerin	250.0 Cc.
Spirit of orange, compound U. S. P.....	8.5 Cc.
Alcohol	90.0 Cc.
Solution of saccharin, N. F....	8.0 Cc.
Water.....sufficient to make	1000.0 Cc.

Dissolve the ferric and manganese hypophosphites with the aid of the potassium citrate and citric acid in 150 Cc. of water by boiling. Dissolve the quinine by boiling it with 200 Cc. of water, to which the hypophosphorus acid has been added. (This solution should have a distinct acid reaction toward blue litmus paper.) Mix the two solutions, add the calcium, sodium, and potassium hypophosphites, the strychnine sulphate, and sufficient water to make 625 Cc., and warm until solution has been effected. To the cool solution add the glycerin, the spirit of orange compound, previously diluted with the alcohol, and the solution of saccharin. Filter, and pass sufficient water through the filter to make 1000 Cc. The solution of saccharin, N. F., should be prepared from saccharin that is 500 times as sweet as cane-sugar.

Mr. Sieker said that a solution prepared according to the above formula possesses a greenish-yellow color, an acid reaction, an agreeable flavor, and a bitterish sweet taste. It is perfectly transparent, and keeps well if stored in filled amber bottles and exposed only to diffused daylight. It retains its greenish-yellow color much longer than the corresponding syrup. A sample over eight months old is in perfect condition, while another sample that was exposed to sunlight in a flint bottle has a brown color.

Removing Window Frost.

L. J. H.—In further answer to your query of last month we may quote what the *Pharmaceutical Era* had recently to say on this subject: "The methods usually advised to prevent the deposition of moisture and frost on window panes are the employment of double windows, or the coating of the glass with some one of the various liquids which have been recommended for the purpose. Another very efficient measure is said to be a small fan, run by electricity or other power, and so placed as to blow directly upon the glass."

Some years ago a correspondent of the *Scientific American* reported to that journal a number of experiments he made to remove ice or congelation of water from window panes. He placed the efficacy of the remedies he employed in the following order:

(1) Flames of an alcohol lamp; (2) sulphuric acid; (3) aqua ammonia; (4) glycerin; (5) nitric acid; (6) hydrochloric acid; (7) benzine; (8) hydriodic acid; (9) boric acid; (10) alcohol; (11) nitric acid; (12) cobalt nitrate; (13) infusion of nutgalls; (14) tincture solution of ferrous sulphate.

We quote: "I found that by the use of an alcohol lamp (which, of course, would have to be handled with great care) the results were immediate, and the effect more nearly permanent than by any other of the experiments. The sulphuric acid application was made with a cotton cloth swab, care being taken not to allow any dripping, and so with all other acids. The effect of the aqua ammonia was almost instantaneous, but the window was frosted again in a short time. With the glycerin there were very good results—but slight stains on the window, which were subsequently removed."

Convenient Method of Making Syrup of Tar.

"Pharmacist."—It is not feasible to make a concentrated extract of tar for the extemporaneous preparation of the syrup. We would suggest the following plan, whereby a supply of the syrup might be prepared very quickly and kept in stock at all times:

Select a bottle of sufficient capacity and place in this a considerable quantity of sawdust, pour upon this latter a considerable excess of tar, which has been rendered fluid by heating, shaking the sawdust from time to time as the tar is added so as to distribute it throughout the sawdust; pour upon this boiling water, shake well and discard the water, which is used only for the purpose of washing the tar; then fill up the bottle with hot water, shake well

for a few minutes and set the filled container in some convenient place as reserve stock. The water will be thoroughly saturated with the tar and remain so, and it is only necessary when need arises to pour off the desired amount of the aqueous solution and add the amount of sugar necessary for the preparation of the syrup of ordinary consistency.

The result will prove to be a very fine syrup possessing in a high degree the characteristic taste and odor of tar, and will fully meet your expectations for therapeutic activity. The advantages of this procedure are: in the first place, you produce a very efficient syrup, and in the second place, after the stock container has been once filled with water it requires no further attention and is always ready at hand, requiring only to be refilled with hot water and shaken when the aqueous liquid has all been used in the preparation of syrup.

Wine of Wild Cherry.

"Vini."—The regular fluid extract of wild cherry can be advantageously used for making the wine. The amount to be used will in large measure depend upon the purpose for which the wine is intended. If it is to be a medicinal wine we would advise not less than one pint of fluid extract of wild cherry and sufficient wine to make a gallon. If the sherry used is of good quality, containing at least 18 per cent of alcohol, it will not be necessary to fortify it. If a weaker wine is used, it will be necessary to add sufficient alcohol to bring the preparation up to about 18 per cent in alcoholic strength. The addition of sugar (about two pounds to a gallon) would probably improve the product.

Considerable precipitation will take place. The mixture should be allowed to stand for some days; the clear portion can then be siphoned off, and the remainder filtered. If it is your intention merely to flavor the wine a little with wild cherry, a smaller proportion of the fluid extract will answer. If properly protected in jugs, the product will not lose its cherry flavor. As a coloring agent, we would suggest caramel.

The Color of Tablets Containing Reduced Iron.

Dr. S. K. F. says he notices that tablets containing reduced iron vary in color as made by different manufacturers; some are light gray; others are black. "What causes this difference?"

The proper color is light gray. Reduced iron is described by the United States Pharmacopœia as "a very fine, grayish-black, lusterless powder." This, when mixed with white milk sugar, naturally makes a light, iron-gray tablet, not a black one. On page 634 of the latest edition of the United States Dispensatory you will find the following statement: "If black the preparation [reduced iron] is to be rejected as not being fully deoxidized. A black powder having a composition corresponding to that of the magnetic oxide of iron has been sold in London and Edinburgh under the name of Quevenne's iron. The spurious powder may be known by having a black instead of an iron-gray color, and by its effervescing slightly with acid. In the process of making reduced iron, part of the sesquioxide almost always escapes full deoxidization and comes out of the tube a black color. This part should be rejected instead of being sold as reduced iron, as appears to have been done by some manufacturing chemists." We understand that this black product is very cheap and contains only 30 to 40 per cent of metallic iron, while the United States Pharmacopœia requires that reduced iron shall contain at least 80 per cent of metallic iron.

Quince-seed Toilet Preparation.

F. A. S.—We can do no better than reprint the formula given by Mr. B. S. Cooban in the BULLETIN for November, 1901:

Quince seed	1 ounce.
Boric acid	16 grains.
Starch	1 ounce.
Glycerin	16 ounces.
Carbolic acid	40 drops.
Alcohol	12 ounces.
Oil of lavender	40 drops.
Oil of rose	10 drops.
Extract of white rose	1 ounce.
Water, enough to make	64 ounces.

Dissolve the boric acid in a quart of water, and in this macerate the quince seed for three hours, then straining. Heat together the starch and the glycerin until the starch granules are all broken, and mix with this the carbolic acid. Dissolve the oils and the extract of rose in the alcohol, and add to the quince-seed mucilage; then mix all together, strain, and add water enough to make the product weigh sixty-four ounces.

Precipitation in Elixir of Terpin Hydrate and Codeine.

W. C. S.—Precipitation in this preparation is caused when the elixir is exposed to a temperature of 50° F. or under; crystals of terpin hydrate are then deposited. However, if the bottle is gently warmed, the crystals will redissolve and the elixir be restored to its original condition.

Solution Iron Peptonate with Manganese.

H. L. B.—A good formula for this preparation was published in the BULLETIN for March, 1900, and was as follows:

Iron peptonate (dry)	24.0 Gm.
Simple syrup	200.0 Gm.
Solution of soda	100.0 Gm.
Solution of manganese, glucosated (2-per-cent)	50.0 Gm.
Distilled water	320.0 Gm.
Alcohol	100.0 Gm.
Tincture of orange	3.0 Gm.
Tincture, aromatic (N. F.)	1.5 Gm.
Tincture of vanilla	1.5 Gm.
Acetic ether	5 drops.
Hot distilled water	200.0 Gm.

Dissolve the iron peptonate in 200 grammes of hot distilled water. When cold add the simple syrup, solution of soda, and solution of manganese, glucosated. To this mixture add the 320 grammes distilled water, alcohol, the tinctures, and acetic ether.

Solution of manganese, glucosated, two-per-cent, is made as follows: Eighty-seven grammes of potassium permanganate is dissolved in 500 grammes of boiling water, cooled to 60° C., and then 50 grammes of glucose is added. Allow to stand for one hour. The precipitate is separated by means of a cloth and light pressure, and warmed in a porcelain dish with a mixture of 600 grammes glucose and 225 grammes solution of soda. The solution is then diluted with a mixture of 75 grammes alcohol and sufficient distilled water to make 1500 grammes.

The Separation in Cod-liver Oil Emulsion.

F. H. makes the following complaint: "I have been putting up an emulsion of cod-liver oil, and have had a good deal of trouble in getting a preparation that will not separate. I am unable to find out wherein my formula is at fault. Standard preparations of cod-liver oil are made permanent; no separation is noticeable; and why can I not do as well?"

We find that our friend's trouble has arisen from the presence of alcohol in his formula. Alcohol is incompatible with the acacia, and causes separation. Substitute for your formula the one found in the National Formulary, and you will have no trouble.

Spray Solution for Asthma.

"Britisher."—We are not able to tell you the composition of the proprietary asthma spray solution mentioned by you. To use cocaine, atropine, or hyoscyamine in a preparation for popular use would scarcely be advisable, however. They are harmful drugs. Solution of adrenalin chloride, in strengths ranging, on the one hand, from one to ten thousand, to one to five thousand on the other, would serve the purpose admirably and would be practically harmless.

No, nicotine is not used to any extent therapeutically in this country. It was used somewhat at one time, but was found too depressant in action.

Poison-oak and Cedar-wood Poisoning.

L. E. M.—Remedies for poison-oak poisoning were printed several times in the BULLETIN last year. Consulting the annual index printed in the December issue, you will see references to pages 260, 350, and 384. As for a remedy for cedar-wood poisoning, Dr. C. R. Marshall, a Detroit authority on therapeutics, suggests that an ointment be made as follows:

Ichthyol	5 grains.
Extract of hamamelis	1 drachm.
Ointment of zinc oxide	enough to make 1 ounce.

Cleaning the Tincture of Iron Bottle.

"Midy."—A simple method of cleaning the tincture of iron show bottle is first to rinse it with a small amount of nitric acid, which oxidizes the precipitate or stain, and then to follow this with a little hydrochloric acid.

Household Disinfectant.

F. A. S.—We are not able to give you the formula of the proprietary preparation mentioned, but a recipe for a good household disinfectant was printed in this department of the BULLETIN for last August.

Massage Cream.

W. M. W.—A formula for this product is printed this month in the department of "Practical Pharmacy" on other pages. See also answer given last month to "T. A. G."

"The Iron Age."

G. S. P.—The address of *The Iron Age* is 232 William St., New York City.

FORMULAS.

Some Improved Formulas for Colognes.

In a paper read at the Philadelphia meeting of the American Pharmaceutical Association last September, Professor Wilbur L. Scoville gave some formulas for "Colognes and Toilet Waters" which have attracted wide attention and been universally commended for their practical excellence. We quote a few:

COLOGNE.

This resembles closely the popular "Farina" colognes usually sold in sealed packages:

Oil of bergamot	ʒiss.
Oil of lemon	ʒvj.
Oil of neroli	ʒiv.
Oil of orange	ʒij.
Oil of rosemary	ʒij.
Tincture of benzoin	ʒj.
Orange flower water	℥xij.
Alcohol, to make 1 gallon.	

This costs $3.40 per gallon. The predominating odor is that of orange flowers. Other odors may be substituted for this if desired, rest of the formula remaining as it is. For instance, a

LILAC WATER,

or Lilac Cologne, is made by substituting terpineol for the oil of neroli, as follows:

Oil of bergamot	ʒiss.
Oil of lemon	ʒvj.
Terpineol	ʒiv.
Oil of orange	ʒij.
Oil of rosemary	ʒij.
Tincture of benzoin	ʒj.
Water	℥xij.
Alcohol, to make 1 gallon.	

Cost, $2.90 per gallon. Not an ideal lilac water, but it is suggestive.

Or an

ANTISEPTIC COLOGNE

having some of the fragrance of the pine woods, and particularly adapted for spraying a room, may be made with a slight variation as follows:

Oil of bergamot	ʒvj.
Oil of orange	ʒj.
Oil of rosemary	ʒj.
Eucalyptol	ʒij.
Bornyl acetate	ʒss.
Tincture of benzoin	℥j.
Alcohoi	Ovss.
Water	Oijss.

Cost, $2.05 per gallon.

Bornyl acetate is the odorous principle of oil of pine. It is about twenty times as strong as the oil, is much more soluble, and has a delightful fragrance. The substitution of eucalyptol for oil of lemon increases the antiseptic qualities of this cologne, as well as develops the characteristic pine woods odor in an improved degree.

If a

HEADACHE COLOGNE

is desired, the addition of menthol and camphor to the first formula is all that is needed:

Menthol	ʒiv.
Camphor	℥j.
Cologne (first formula)	Cong. j.

Costs $3.80 per gallon.

Some may prefer a larger proportion of menthol, but don't overlook the fact that too much will irritate the eyes unduly when it is applied to the face and head.

Hot-soda Formulas.

These are borrowed from a recent issue of the *Spatula:*

CLAM JUICE OR BOUILLON.

Clam bouillon properly served from a good brand is certainly delicious. Clam bouillon must not be watery, but should be rich and nicely seasoned. No set rule can be given for this; you must use your judgment in employing pepper and salt. Use 1½ ounces of the clam juice, about 1 ounce of hot milk, and fill with hot water. Some like the addition of a piece of butter about the size of a pea. Salt crackers should be served with clam and other bouillons.

CLAM NIGHTCAP.

One ounce of clam bouillon seasoned with pepper and salt and filled with hot water. Serve in an eight-ounce mug.

CLAM-JUICE COCKTAIL.

Clam juice 2 ounces; 3 dashes of lemon juice; season with pepper and salt and fill with hot water. Serve in an eight-ounce mug.

BEEF TEA OR BOUILLON.

There are a large number of beef extracts on the market, some naturally better than others; it is however a matter for personal judgment to select that which is best for your trade. I recommend the use of some one of the liquid beefs, a number of which are now on the market.

Care must be taken not to make a cup of beef bouillon taste too strong of the beef; this is as a rule the greatest fault with dispensers.

Seasoning is an art; you must study it carefully. Just a little celery salt should be added to a beef tea—not too much, but a little. Liquid beefs always contain salt, so care must be taken not to add too much. Pepper lightly. A spoonful of tomato catsup gives a nice flavor.

THE SCRAP BOOK.

AMONG the specialties manufactured by Chas. Pfizer & Co. are strychnine and its salts. Their brand of crystals and powdered alkaloid, and crystals and powdered sulphate, are almost universally known and are recognized as a leading brand of strictly U. S. P. standard, particular attention being called to the uniform purity of their product and also to the fact of their goods being especially free from organic substances.

TEACHER: "Where was the Declaration of Independence signed?"

Jack: "At the bottom."—*Somerville Journal.*

THERE is one brand of hydrogen peroxide on the market which keeps. It is called "Dioxogen," and as everybody knows, it is manufactured by the Oakland Chemical Company, of 464 West Broadway, New York.

MR. RAGGED HEDGES: "Don't speak—don't move, Fuller! I know I'll wake up in a minute. What'll yer have, Fuller, ol' boy? Mine's a champagne cocktail."

THE California Fig Syrup Co. has always stood by the druggist. It has always treated him with justice and decency, and it deserves loyalty and liberality in return. Moreover, Syrup of Figs is a meritorious product, and every druggist can safely recommend it to his patrons.

ONE of the finest fountain drinks of last year was "Pep-To-Lac." It has enough pepsin to be of medical virtue; it is also elegant in flavor; and the combination is therefore a very desirable one. Mr. Cross, manufacturer of Pep-To-Lac, makes a very attractive proposition to druggists who desire to

(*Continued on page 24.*)

The "Marvel Whirling Spray"

Marks a New Era in Vaginal Syringes.

IT IS A MARVEL.

Our Trade Mark, "**Marvel Whirling Spray,**" has been sustained by decisions of the **United States Circuit Court.**

Our patents and trade mark are insured and protected against infringement by the **Patent Title and Guarantee Co. of New York.**

TAKE NOTICE.

All infringements will be prosecuted to the full extent of the law.

MARVEL CO.,

Times Building, Room K, NEW YORK.

STANDARD SPECIALTY AND TUBE CO.,

237-239 EAST 41ST ST., NEW YORK.

COLLAPSIBLE TUBES

AND PLAIN TIN OINTMENT BOXES

GOOD GOODS, RIGHT PRICES.

A PILL OFFER

WHICH SHOULD NOT BE OVERLOOKED.

For the month of **December Only** we will offer 1 gross of **GRANT'S** (Sugar-Coated) **LITTLE LIVER PILLS** (40 Pills in each Bottle), neatly put up, in a handsome Glass Container, with an attractive showy label, for $4.75 per gross—delivered East of the Mississippi River. We guarantee every package that leaves our Laboratory or money refunded.

Samples cheerfully sent for the asking.

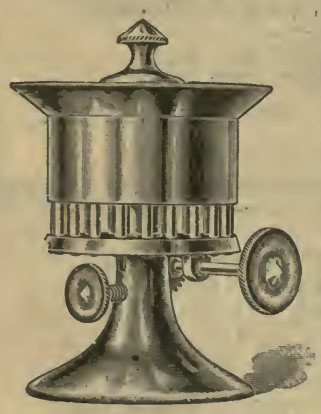
ADDRESS,

DETROIT DRUG SPECIALTY CO., Ltd.,

DETROIT, MICH.

EASTMAN'S CAPSULE FILLER

(DIVIDES THE POWDER ACCURATELY AND FILLS INTO CAPSULES.)



SIMPLE, PRACTICAL, A GREAT SAVER OF TIME AND LABOR. : : : : :

It fills five sizes of Capsules, Nos. 4 to 0 inclusive, and will fill twenty Capsules of a size at one operation—in less than 5 minutes. Made of cast brass, nickel plated and polished. An indispensable adjunct to the prescription counter.

WRITE FOR CIRCULAR.

MANUFACTURED BY

L. K. EASTMAN, 1354 Woodward Avenue, DETROIT, MICHIGAN.

THE NEW YORK MARKET.

ADVANCED.—Balsam Peru; Canary Seed; Gum Myrrh; Glycerin; Kola Nuts; Menthol; Oil of Bergamot; Oil of Orange; Oil of Wormseed; Japan Wax.

DECLINED.—Anise Oil; Alcohol (grain); Carbonate of Ammonia; Cardamoms; Manna; Thymol.

Just at the end of the month, while the holiday spirit is in the air, and stock-taking occupies time and attention in all directions, only ordinary routine business can be looked for. There is little demand outside of actual requirements; but the natural result will be renewed activity soon after the turn of the year, and meanwhile quotations on most lines remain firm.

OPIUM.—A steady market rules, in sympathy with continued strong advices from abroad. It is said that the autumn sowing is much injured by drought, and the winter sowing by cold rains and frost. Business, however, is not active, sales being made only in small lots, though a very active market abroad is reported.

QUININE.—A most uninteresting market has to be reported, with only a light consuming demand. There is no change in quotations, and inquiry for large lots is almost unknown. A firm tendency was noticeable at the last bark sale, with good demand.

COD-LIVER OIL.—It is believed that stocks both here and in Norway are very light, and quotations are consequently firmer, higher prices being looked for in some quarters. Sales are fairly good in jobbing lots.

ERGOT.—It is reported that the crop of Russian is so small that no offerings are made. This results in very firm views on the part of holders of Spanish, and high prices for either the Russian or Hamburg varieties.

ROOTS.—Nearly all articles in this line are held at high prices, the reason being, in most cases, scarcity of supplies. This applies to such prominent articles as Alkanet, Squills, Licorice, Orris, and Senega roots. Ipecac is very firm with strong upward tendency, and is offered only in small quantities.

HERBS AND LEAVES.—High prices with scarcity of material is also the rule on this line of goods. Demand for Coca Leaves is very light. Spice herbs are in good demand at fair quotations.

ESSENTIAL OILS.—Prices on Messina essences are firm, with advance on Orange and Bergamot. The yield of Lemon is deficient, and all indications are that prices will be high. Advance has also been made on Wormseed, and Sandalwood is extremely firm owing to cost of raw material. The market for Anise is very dull.

SEEDS.—The market is rather dull and uninteresting on most articles, Canary being the only one which has advanced in price. This is in sympathy with advices from the foreign market. Celery and Fennel are in light demand, at moderate figures. It seems that there is a light supply of Anise, which may lead to higher quotations. Cardamoms have declined in value.

New York, Dec. 29, 1902.

OVER THE TELEPHONE.—Lady with headache: I have sent Tommy down—I want yuo to give him six 5-grain phenacetine powders." New Clerk at the Drug Store: "Shall I give them to him all at once, or every twenty minutes."—*Truth.*

"I DON'T know whether I am expected to say it is pretty or not," said the young man to the young woman who gave him a mirror, as he looked in it; "but I know it was the prettiest thing in the store when you selected it."

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

Splendid Money Makers for Hustling Wide Awake Druggists

We are manufacturers of the Crescent Shower Bath, which can be used in connection with the bath cabinet, bath-tub, or independently with our water bag.

Vapor Baths are guaranteed to cure rheumatism, neuralgia, colds, blood, liver and skin troubles.

During the next few months is the best time of year to push the business, and we trust you will not neglect to put in a supply of Bath Cabinets this season.

$50,000 is being spent this fall in advertising bath cabinets.

By making a window display and running a few local ads, you can secure most of the bath cabinet business in your town, as people will not send away and have to pay express charges when they can get a cabinet just as cheap from you. We also refer orders and communications to you that are received direct.

This fall and winter more Cabinets than ever will be sold, and a druggist by having a stock on hand to meet the demand will make enough on the sale of same to at least pay his rent. *During this month only we will give to every druggist with his first order, one $7.50 Cabinet free for advertising purposes.*

FOLDS INTO SPACE 3 INCHES THICK.

Robinson Folding Water Bath

Just the thing for homes without bath room conveniences. Excellent for giving baths in sick rooms. Rubber duck, strong wood frame. Send for circulars. Write for territory to-day before it is given out. We also make smaller sizes for children and infants, and Folding Foot Baths. By having a Folding Water Bath on hand you can take many orders among physicians who desire to use them in sick rooms in fever cases where it is necessary to give baths in bedroom, being impossible to take patient to bath room.

YOU CAN MAKE COOKING A PLEASURE BY USING OUR

STEAM COOKER WITH DOORS

Entire meal cooked over one burner. Saves fuel, labor and provisions. Used on any kind of stove. Only cooker made with steam condenser and copper tank, sold on 30 days trial.

This Cooker can also be sold for sterilizing purposes to physicians. Will also distill water. We are selling thousands of cookers now and you would do well to lay in a stock. We have the only cooker on the market with two doors, steam condenser and copper bottom. These are very important features to have in a cooker.

Write at once for catalogues of our different specialties, and our special propositions. We guarantee that you can see money in them. All of our goods are sold extensively throughout the country by druggists.

We can save you money on anything you desire in the way of Syringes, Water Bottles, Atomizers, or any rubber goods, "Goodrich" Brand.

Robinson Thermal Bath Co.,
655 Jefferson St., TOLEDO, OHIO.

Larkin & Scheffer Chemical Co.

OFFER THE TRADE IN JOBBING QUANTITIES:

CHLOROFORM U. S. P.
AND PURIFIED FOR INHALATION.

ETHERS—
NITROUS, SULPHURIC, ETC.

HYDROGEN PEROXIDE—
AN IDEAL PRODUCT.

CALOMEL.

CORROSIVE SUBLIMATE LUMP,
CRYSTALS AND POWDERED.

RED AND WHITE PRECIPITATE

IODOFORM of Special Purity,
IMPROVED ODOR AND NON-IRRITATING EFFECT.

SODIUM SALICYLATE
UNEXCELLED IN QUALITY AND APPEARANCE.

AND A LARGE LINE OF CHEMICALS.

OFFICE, 109 St. George St. LABORATORIES, FIRST AND ST. GEORGE STS., AND LEVEE AND LOUISA STS. ST. LOUIS, MO.

handle this product during the coming soda-fountain season. On the first order of five gallons of Pep-To-Lac, at $1.75 per gallon, he will send to forty of the druggist's customers one ticket good for one glass at the soda fountain. On receipt of these tickets he will then send the druggist a check for their full face value. This gives the druggist a fine chance of advertising the product at even a profit to himself! Interested druggists should write at once to Mr. Cross, whose business address is Gadsden, Alabama.

"Don't you like the book?"

"No; the heroine is a most impossible creature."

"Is that so?"

"Yes, she doesn't appear to have a single gown of some simple material that enhanced rather than hid her graceful figure."—*Philadelphia Press.*

The time has now come when no druggist uses at his fountain anything else but syrups made from the fruits themselves. Soda-fountain drinks have become as luscious and perfect as care and ingenuity can make them—and nothing else will go. The druggist should be as careful in selecting his brands of fruit syrups as he should about the brand of fine medicinal chemicals which he employs in prescription work. In this connection let us point out that the Duroy & Haines Company's concentrated syrups and crushed fruits cannot be beaten. They are made by the Duroy & Haines Company of Sandusky, Ohio.

"Do you read Dickens?"

"No," said Mrs. Cumrox, rather loftily.

"Perhaps you are one of those who did not regard him as representing the best literature?"

"I am. I have seen his books offered for sale as cheap as 25 cents a copy."—*Washington Star.*

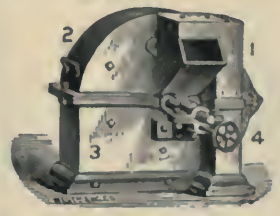
The Bulletin has had something to say in the past about the excellence of the fountain chocolate made by J. H. Barker & Company, of 87-93 Bedford Avenue, Brooklyn, New York. This product is smooth, rich, and creamy; it has the true flavor and aroma of the finest cocoa beans, and every druggist who is careful about the superiority of his fountain chocolate should bear this in mind.

It is probably true that one can always depend upon the excellence of any of the high-priced typewriters on the market. It is well to point out, however, that the "Underwood" has one great advantage—the writing is always in sight. For an average man who is not an adept at typewriting, this is a very important consideration. He has always

COLLAPSIBLE TUBES
PURE TIN

For LIQUID CEMENTS, ARTISTS' COLORS, PERFUMES, SALVES, COSMETICS, OINTMENTS, TOOTH PASTES, ETC.
Manufactured by RAYMOND LEAD COMPANY,
51-59 W. Lake Street, CHICAGO.

DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin*.

MEAD & CO., 20th St. & M. C. R. R. Station B, DETROIT, MICH.

THE GRAND RAPIDS ICE CREAM CABINET. A large assortment of various styles and sizes constantly carried in stock. Can make prompt shipments. These Cabinets are nicely finished and will save their cost in Ice in one season. Have a large amount of unsolicited testimonials on file. We can please you as well as we have pleased others. Write for illustrated catalogue.

Chocolate Cooler Co.
Grand Rapids, Mich.

Manufacturers of Ice Cream and Oyster Cabinets, Chocolate Coolers, Dipping Tables and Candy Boards.

his writing before him, and knows always what he is doing without going to the trouble of constantly lifting up the "carriage" of the machine.

EXPERIENCE, reliability, and reputation—these three words indicate the characteristics of the well-known house of Powers & Weightman, manufacturing chemists of Philadelphia.

MRS. GRUMPS: "This book says that marriages between widely different races are always unhappy."

Mr. Grumpps: "That's very strange. I should think people who couldn't understand each other might get along very comfortably."—*New York Weekly.*

IT is well to remember that the original "Lanoline" is supplied in this country only through Victor Koechl & Company, who are the sole agents. The trade-mark which always indicates the original product will be seen on advertising page 11 of this issue of the BULLETIN.

PATIENCE is not the virtue of every druggist—that goes without saying. It therefore frequently happens that curses are heard from behind the dispensing counter, when the druggist tries to place a cork in the prescription bottle and it breaks off. If you would avoid all trials of this kind, use the "Circle A" and "Circle B" brands of prescription corks manufactured by the Armstrong Cork Company, and sold by all jobbers.

"How obsequious those monkey waiters are toward that pair of ostriches," remarked the lion.

"Yes," replied the beautiful tigress, who acted as cashier in the Jungle restaurant, "they heard somebody say that ostrich tips are pretty valuable."—*Philadelphia Press.*

"COLUMBIAN SPIRIT," as every druggist knows by this time, is purified alcohol. Nothing better can be used when a fine quality of "wood" alcohol is desired. This product is made by the Wood Products Company, of Buffalo, New York—formerly "The Manhattan Spirit Company."

"THUNDER and guns!" exclaimed the old gentleman, as he was given the bill for his only daughter's last gown, "but you cost a pile of money."

"Well, papa," she replied demurely, "if you wouldn't sit in the back parlor with the door open

MUST WE BEG

for the opportunity of showing you that you can save money and attract custom by lighting your store with the

"Wonderful 'DORAN' Lighting System"

Why not write us to-day for catalog and prices? We'll inclose with them some convincing testimonials from men right in your line of business, if you'll only write us.

ROWAN, Iowa, Aug. 27, 1902.

Acorn Brass Works:

Gentlemen—We have had one of your one-gallon Doran Lamps in use for 15 months, and can honestly recommend them as being a safe, economical, and powerful light. They certainly kick up a wonderful amount of light for a very small outlay of cash. There are six others in town, and it is very easy to locate the store using a Doran Light by its brilliant interior. Yours, etc.,

ROWAN DRUG CO.

ACORN BRASS MFG. CO.,

204 Fulton St., CHICAGO, ILL.

GOOD AGENTS WANTED in all unoccupied territory.

CASH REGISTERS

The **Standard Cash Register** is most admirably adapted for Druggists' use. It gives profitable satisfaction. Thousands say so who use it, and **Ten Million would** if they **had** it. Try one for profit. We have large supply. Also **Paper for all kinds of Cash Registers.** Write for particulars instanter.

J. N. BIDDLE & CO.,

5479 LEXINGTON AVENUE, - CHICAGO.

IMPORTED AND DOMESTIC

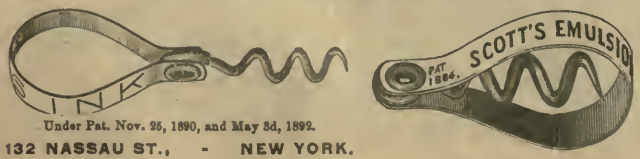
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,



Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

when I am entertaining Mr. Binkley in the front parlor you'd stand a better chance of getting rid of the expense."—*Chicago Evening Post.*

THE MOST REMARKABLE TRADE JOURNAL ADVERTISING IN THE WORLD.—We are glad to present to our readers this month a most excellent portrait of Mr. Charles E. Marble, the versatile advertising manager of the American Soda Fountain Co., and to give a short sketch of the man and the work which he is doing among soda-water dispensers and bottlers of the United States.

Mr. Marble was born in Dubuque, Ia., July 9, 1856, and in 1868 began the study of the printing arts in the establishment of Ham & Carver, pro-

prietors of the *Dubuque* (Iowa) *Herald,* where he remained for thirteen years, the last six as superintendent of the entire establishment. In 1891 he removed with his family to Chicago, where for two years he occupied the position of foreman with one of the best printers in that city. Mr. Marble then entered the field as a master printer, and for several years conducted a most successful printing business on Madison Street, where he earned the title of "Chicago's finest commercial printer." In connection with his printing business he had found it neces-

sary from time to time to do for his patrons more or less work in the way of the planning and writing of advertisements. Four years ago he was called to the chair of advertising manager for the Liquid Carbonic Acid Manufacturing Co. at Chicago, which position he satisfactorily filled until the first of August last, when he resigned to accept a larger work in a wider field as advertising manager for the American Soda Fountain Co.

Mr. Marble is an enthusiast in his work, and feels that at last he is in a position to offer most acceptable service to his friends among the soda-water dispensers and bottlers of the United States. He knows that he has the best house in the world at his back, and that his monthly offerings to the trade in the journals are absolutely sure of substantiation by his company. He refuses under any circumstances to misrepresent or overstate facts, and whatsoever he shall exploit from month to month may be implicitly relied upon by the prospective purchaser. As he expresses it in his own words, he has "hitched his wagon to a star," and feels that the reputation of the American Soda Fountain Co. is such that it is only necessary to bring their products properly to the attention of the trade in order to sell, regardless of any existing so-called competition.

THE Consolidated Fruit Jar Company, with main offices in New Brunswick, New Jersey, are manufacturers of everything in the way of collapsible tubes, cast-metal sprinklers, soda holders, and all kinds of sheet-metal goods.

HE: Miss Elderleigh certainly has a very beautiful complexion."

She: "Yes, indeed. Why, when she returned from Europe recently her father was compelled to pay duty on her as a work of art."—*Chicago News.*

EVERY druggist has a class of patrons who want the best of everything, and to such persons it pays to show Suprema Cream, one of Stearns's toilet specialties. The package is handsome, the cream the finest ever, and the druggist makes an even 100 per cent on his investment.

AN improved atomizer and nebulizer is shown on advertising page 1 of this issue by the Whitall Tatum Company. This instrument can be used either as an atomizer or nebulizer, and the metal parts are nickel-plated and polished. It is one of the best things of the kind in the market. Each instrument is placed in a handsome box, and the dozen price is $13.50, with 50-per-cent discount to the trade.

DRUGGISTS who pride themselves on their window displays have a chance to win a handsome prize in return for their skill. The United States Playing Card Co. is offering seven prizes, ranging from $200 down to $5, for window trims of their goods. The proposition is fully set forth in the full-page advertisement of the company elsewhere in this issue of the BULLETIN.

IT is always safe to handle goods that are constantly being advertised. This applies to two products manufactured by Frederick F. Ingram & Company, of Detroit, Michigan. We refer to "Milk Weed Cream" and "Ingram's Complexion Tablets." Both are constantly advertised in all the leading magazines of the country, and they enjoy a large sale.

ARE YOU REGISTERED?

NO! THEN READ:

COURSES IN PHARMACY OFFERED BY THE FERRIS INSTITUTE.

FIRST, REGULAR DIPLOMA COURSE.
SECOND, SPECIAL DRILL COURSE.

HAVE YOU HAD STORE PRACTICE?

This SPECIAL DRILL COURSE is for you.
It prepares for the Next Examination.

Here is Our Record: During the past year fifty-seven students prepared at the Ferris Institute, to take the Pharmacy examination. **Fifty-two Passed.** All are occupying remunerative positions. The mid-winter term opens December 29th. For further information write

W. N. FERRIS, Big Rapids, Mich.

Central Drug Mills,

J. B. LA RUE & CO., Proprietors,

180-186 Cherry Street, . . . NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

"Liquid" PORTABLE STEEL SODA FOUNTAINS

WE have spared no expense in making "LIQUID" PORTABLE STEEL SODA FOUNTAINS the best and most reliable fountains on the market. They are built throughout of the very best grade of steel—manufactured especially for soda fountain construction, and bottom hoops are electric welded. They have, also, an extra heavy lining of spun sheet block tin.

Our "ELECTRIC WELDED" STEEL SODA FOUNTAINS are made without side seams, the cylinder being butted together and electric welded under a pressure of 800 pounds to the square inch, thus making the seams in every particular as strong as the solid metal itself.

Every fountain is tested to five hundred (500) pounds pressure to the square inch—and they are fully guaranteed.

All fountain-cocks are made in the most careful manner, of the very best material (rendering leakage about fountain-cock impossible), are made to fit screw or clamp connections, and are fitted with corrugated tin pipes or tubes. Write, wire or 'phone any one of our branches, for special quotations on these fountains.

THE LIQUID CARBONIC ACID MFG. CO.

CHICAGO PITTSBURG MILWAUKEE BALTIMORE KANSAS CITY
NEW YORK ST. LOUIS CINCINNATI MINNEAPOLIS DALLAS, Tex.

IN buying fine corks for prescription use, it is always well to specify the "Gold Label" brand.

"I've carried this umbrella for the last two years."

"Pretty near time you returned it, don't you think?"—*New York Times.*

ONE of the best specialties on the market for rheumatic troubles is "Thermol Salicylate Comp. Tablets," manufactured by the Liberty Chemical Company, of 2555 Sydenham Street, Philadelphia.

EVERY druggist is constantly looking out for money-making propositions. One will be found on advertising page 13 of this issue. It is made by the Ripans Chemical Company, of 10 Spruce Street, New York.

BENEDICT BEAR: "Yes, indeed! A baby of your own makes a wonderful difference."

Bachelor Bear: "I suppose so."

Benedict Bear: "Oh, yes! Why since my little one arrived I've actually learned to hug gently."—*Puck.*

THE next time, Mr. Druggist, that you get out an advertising booklet of any kind, do not fail to write to the Peninsular Engraving Company, of Detroit, Michigan. These people will get you up some illustrations which will give your booklet just the finish that it requires.

"REMEMBER," said the woman who tries to make people happy, "that somewhere the sun is shining."

"Of course it is," answered her husband. "And somewhere there are tons upon tons of coal. The thing is to get all this genial warmth right here where it is needed."—*Philadelphia Press.*

IT is quite superfluous to say that every druggist is looking out for large profits. It is well to point out that over 100 per cent is yielded the retailer in the sale of preparations made by Dr. J. C. Hood, of Louisville, Kentucky. If you are interested enough in this subject to know more about it, consult the advertisement on advertising page 28 of this issue of the BULLETIN.

ONE of the busy places visited by our representative when in New York was the office and factory of the Douglas Manufacturing Co., whose sole product is "New-Skin" Liquid Court Plaster.

Their factory is working full tilt in filling orders, and we noticed that their trade was not confined to this country, as there were several large cases just going out of the place to London, England, to sup-

LANOLIN

"BRITISH"

HYDROUS U. S. P. and ANHYDROUS.

LIVERPOOL AND LONDON, ENGLAND.
MONTREAL AND TORONTO, CANADA.

WHY PAY FANCY PRICES!

WE GUARANTEE OUR PRODUCT U. S. P.

PRICE 30C. PER LB.

F. O. B. NEW YORK.

If your Jobber does not keep it, send to us direct—he is handling something which pays him better.

1 LB. CANS, 30C. LB.; 7 LB. CANS, 28C. LB.;
14 LB. CANS, 27C. LB.; 28 LB. CANS, 25C. LB.

Special Quotations for Veterinary and Commercial Grades.

EVANS AND SONS, Lim., 133 WILLIAM ST., NEW YORK.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . . $1.00 SIZE . . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50C. SIZE . . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS. DR. J. C. HOOD, LOUISVILLE, KY.

ply the large demand that has sprung up in Great Britain.

The "New-Skin" business has been entirely built up by advertising, backed up, of course, by the merits of the article itself, and we are glad to say that the BULLETIN has got its due share of the trade advertising that has been put out.

SABBATH SCHOOL-TEACHER: "Always remember, children, that when any one smites you on one cheek you must turn the other cheek to him."

Johnny Thickneck: "Yes'm; but what are we to do when he hits us on the nose—none of us have but one nose?"—*Puck.*

SO-CALLED flesh foods are as numerous as the flies in summer. Some of them are good; some of them are bad. One of the best products of this class is "Dr. Charles's Flesh Food," manufactured by the Dr. Charles Company, of 19 Park Place, New York City. Many druggists have worked up a nice trade in this excellent product.

HE (to himself, in a dark corner of the conservatory: "She has sat by my side for half an hour without saying a word. I will hesitate no longer. 'A woman is silent with the man she loves,' says Ovid. She loves me, and I will—"

She (suddenly): "Oh, I beg your pardon, sir. I really believe I have been asleep."—*New York Weekly.*

ONE of the most ingenious and interesting advertisements which have emanated from the "N. Y. Q." people is to be found on the rear cover page of this issue of the BULLETIN OF PHARMACY. "You are constantly hearing about the N. Y. Q. products and the N. Y. Q.," is the language of the ad.; and the idea is graphically forced home by the illustration of an ear thrust forward in a listening position by means of the owner's hand placed behind it in the manner so familiar. The advertisements of this well known house are always worthy of attention for their attractiveness and artistic beauty.

THE FRENCH ACADEMY.—The French academy is one of the five academies, and the most eminent, constituting the institute of France. It was founded in 1635 by the Cardinal Richelieu, and reorganized in 1816. It is composed of 40 members, the new member elected by the remaining 39 members for life, after personal application and the submission of their nomination to the head of the state. It meets twice weekly, at the palace Mazarin, 23 Quia Conti, Paris, and is "the highest authority on everything appertaining to the niceties of the French language,

Your Soda Fountain

WILL SOON NEED YOUR ATTENTION.

In **selecting your** fruit syrups for 1903, take time before placing your order and buy the brand you know and have a guarantee to be **pure.**

The DUROY BRAND CONCENTRATED SYRUPS and CRUSHED FRUITS are positively the PUREST and BEST.

Do not place your order before you get **our** prices and examine our samples.

Your correspondence solicited.

Address, THE DUROY & HAINES CO., SANDUSKY, OHIO.

to grammar, rhetoric and poetry, and the publication of the French classics." The chief officer is the secretary, who has a life tenure of his position. A chair in the academy is the highest ambition of most literary Frenchmen.

SOMETHING very good in the line of plasters will be found on advertising page 3 of this issue of the BULLETIN. There are plasters and plasters. Some are good—some are very poor. Why pay good money for the poor product, when something excellent can be gotten for the same price? Every interested druggist should read what is said on this subject in the place mentioned in the first sentence of this paragraph.

SHE: "And did your friend take the doctor's advice?" He: "Certainly." "And did he pay for it?" "Well, I should rather say he did. He's dead."

EVERY drug store should be well lighted—nay, even brilliantly lighted. Every druggist who feels that his present lighting arrangement is a disadvantage to him, or who realizes that it should be improved, would do well to write for a catalogue and prices to the Acorn Brass Manufacturing Company, of 204 Fulton St., Chicago, Illinois. These people sell the "Doran Lighting System," and it certainly is a wonder. More information on the subject will be found in the advertisement of the company on advertising page 26.

POLITICIAN: Congratulations, Sarah, I've been nominated."

Sarah (with delight): "Honestly."

Politician: "What difference does that make?"

Breaks All Records

Mull's Grape Tonic sales lead all other constipation cures in every locality in which it has been introduced. On the American market but two years.

Do You Want a Lively Seller?

We will make a liberal offer to hustling druggists everywhere. Unique and intelligent advertising has made this the success of the year. Write us for particulars. Trade supplied by jobbers at $4.00 a dozen.

MANUFACTURED IN AMERICA ONLY BY

The Lightning Medicine Co., 2101 Third Avenue, **Rock Island, Ill.**

"REMEMBER, my daughter, that 'the meek shall inherit the earth.' "

"Yes! But some chesty individual will always smash the will!"—*Puck.*

PHYSICIANS are now agreed that a great specific for all rheumatic conditions is sodium salicylate, but it is an unfortunate fact that much of this product on the market is contaminated with phenol compounds and other impurities. When it is considered that large doses of sodium salicylate are given at times, it is important that only the purest product be administered. If you specify "H. & F." when ordering this salt, you will get a product which is strictly U. S. P., and which is always as it should be.

FROM AMERICAN "TIT-BITS."—It's amazing how many of us are quite content to leave no "footprints on the sands of time." It is so much easier, provided we have the "sand" and the "time," to always take a carriage.

The nightmare has a valuable mission. It teaches us that our troubles might be worse.

"Did you hear about Gilson? He proposed to Miss Wantim while they were bathing in the surf."

"Did she accept him?"

"No; as the words fell from his lips he was carried away by the undertow."

"Not drowned?"

"Oh, no; nothing serious."

"What a timely rescue!"

"Yes, that's what he said!"

IRWIN'S BATH CABINETS.—There are several makes of bath cabinets on the market, but none of them were entirely satisfactory until those manufactured by Mr. R. M. Irwin, of 112 Chambers Street, New York, were put upon the market. Besides being handsomely and strongly made, the Irwin cabinets have several new features which commend themselves.

The Irwin cabinet is the only one which has a patented automatic opening in the top which allows the free use of the hand on the outside, so the bather can drink water or wipe the perspiration from his face. This opening is so constructed that it does not allow the escape of heat, while in other cabinets which make any attempt at supplying this important feature the heat rapidly escapes and the temperature of the cabinet is quickly reduced.

The Irwin "Ideal" cabinet has double doors, which also adds greatly to its convenience. These doors open either on the inside or the outside. Still another feature is the ease with which the Irwin cabinet can be folded—simply by removing the brace and tipping up to one side. Mr. Irwin commenced the

INCREASE YOUR PRESCRIPTION WORK

IT IS ALWAYS ADVISABLE TO CULTIVATE THE GOOD-WILL OF YOUR PHYSICIANS. MAKE THEM A PRESENT OF A CALL-LIST, WITH YOUR COMPLIMENTS EMBOSSED ON THE COVER, AND THEY WILL NEVER SEE IT WITHOUT REMEMBERING YOUR PHARMACY. : : : : : : :

THE PHYSICIAN'S PERFECT CALL-LIST

YOUR DOCTORS, AND THOSE YOU WISH TO MAKE YOUR DOCTORS, WILL USE EVERY DAY.

The book will most certainly please. It is handsomely bound in morocco, with gilt edges, and the arrangement for keeping accounts—debit, credit, etc.—is extremely simple.

Every time the book is opened, your name or that of your pharmacy will respectfully remind the doctor that his prescriptions will be gratefully received and carefully compounded.

I should be glad to be favored with your order, and feel sure you will never have occasion to regret the expenditure. It is no experiment. I have annually sold to the trade for the purpose in question several thousand copies.

PRICE, $1.50 EACH. Twenty-Five per cent discount to the Trade.

Name of physician, and your own name and compliments, will be embossed in gold free of charge.

WM. M. WARREN, Publisher, P. O. Box 484, Detroit, Mich.

manufacture of bath cabinets practically without one dollar of capital, but his cabinets possessed such great advantages over others that he has already built up an extensive business with druggists. Mr. Irwin's prices are as low or lower for the same grade of material as those of inferior construction.

THE DEFIANCE OF THE MORO.—

I am the Sultan of Bacolod,
Ecod!
And I knock under to no man's nod,
The best that ever the green earth trod
Lord of the soil or son of the sod,
Upper-crust or under-clod,
Man with a gun or man with a hod,
The chap to plan or the churl to plod,
Panhandling tramp or wight with a wad,
The biggest pebble, the smallest pod,
From Nicaragua to Novgorod.
So think it neither quaint nor odd
That I despise the Yankee rod,
The blatant bluff, the threats of quod,
The rifle bullet or bayonet prod
Handed out in the name of God,
By the swaggering sons of the Land of Cod;
For I'm the Sultan of Bacolod,
Moro, moreover. Gadzooks! Ecod!

—J. I. C. CLARKE, in New York *Evening Post.*

IMPORTANT NEWS REGARDING CARBOLIC ACID.—Our readers will observe by the advertisement of the Mallinckrodt Chemical Works that they have discontinued to supply the "Black Label" carbolic acid. They will now market but the one grade, which will be put up under the well known "Gilt Label," and the price will be reduced to correspond with the price of other acids on the market. The Mallinckrodt "Gilt Label" acid is widely known for its exceptional purity, and now that it may be had without additional cost over other grades pharmacists will find it to their advantage to give this brand preference.

I ask not diamonds so fair,
Nor gold would I control;
I only ask that I may own
A simple ton of coal.

—*Washington Star.*

FOUR GREAT BACHELORS.—This is the age of bachelors in England. The women are discussing with keen interest the fact that four of their great men are unmarried. Arthur Balfour is a bachelor, and, indeed, the first bachelor to become premier since the time of William Pitt.

Lord Kitchener, England's most notable soldier, and Lord Milner, her most prominent administrator, are both unmarried.

Completing the notable four is the bishop of London, who is not far from being the most prominent man in the church.

SPECIAL OFFER!

$1.00 WORTH FREE ON $1.75 ORDER.

"Elite" Toilet specialties cost the retailer less, are put up in handsome packages, make an elegant show, sell quick, and on account of their sterling merits, maintain a continuous sale, yielding a larger profit than any other similar line on the market.

To more widely introduce them, we offer a 2-oz. bottle of Elite Rose Sachet (Retails 50c per oz.) FREE with the first order only for 3 doz. of any one, or 1 doz. of each of the following: Elite Camphor Ice, in tubes; Elite Camphorated Mutton Suet, in tubes; Elite Cold Cream, in jars. These retail at 10c each, and job at 60c doz., $1.75 for 3 doz., $6.25 per gross. This Special Offer does not apply to subsequent Orders: Only to the First Order from each retailer.

Also Special Price Inducements on Elite Cocoa Butter, in tubes; Elite Headache Cologne; Elite Perfumes and Toilet Waters. Mention the Bulletin of Pharmacy when you order, and be sure to state what Jobber we shall ship through. Samples on request.

ELITE TOILET CO.,

NASHVILLE, TENN. **NEW YORK, N. Y.**

The men on the other side are declaring that France "has long been cursed with petticoat influence in politics, and England has had some experience of the plague of women behind the scenes at the war office." They believe that the "triumph of the four great bachelors points to a quiet and effective revolt of man."

Ask for Their Pamphlet.—On another page of this issue you will see a half-page advertisement of the M. P. Gould Company's drug-store advertisers, New York City. You will note that attached to the advertisement is a coupon which is worth $2 to any druggist contracting for M. P. Gould Company's System of Advertising. This company invites you to write to them for their pamphlet, which thoroughly describes their System of Advertising. If when you have received this pamphlet you desire to contract for their System and sign their contract and return it to them, they will give you credit for one month's System in return for the coupon which you clipped from the advertisement in this issue of the Bulletin. The M. P. Gould Company informs us that they now have over 800 druggists in the United States using their System of Advertising. We think that this must certainly mean a good deal, for it would be hard even for the M. P. Gould Company, as well known among druggists of America as they are, to have so many druggists using a System that was not a good one. We most certainly would advise all of our readers to write for their pamphlet and see what their System is. Address all letters to M. P. Gould Company, Bennett Building, Fulton and Nassau Streets, New York City.

"What was the cause of Vawdvill going to the hospital?" asked Futilities.

"An Irish friend was telling him that the Hibernians of the country were going to put a stop to actors impersonating them on the stage. Vawdvill agreed with him."

"But that didn't cause the fight, did it?"

"Yes. The Irishman said that the actors didn't do the Hibernians justice—and Vawdvill said no comedian could. When he came to he was in the ambulance."—*Cincinnati Commercial Tribune.*

Why She Gave Up Her Job.—A west Philadelphia girl who recently started to teach a Sunday school class has given it up as a bad job. "I am not built that way," she said, in explaining to several friends why she had thrown up the sponge and retired from the ring. "It's all due to my temper, which is by no means angelic—and it requires an angelic disposition to lead a Sunday school class of small boys in the way they should go. There was

one young imp named Paul, who was the limit. If I ever get to heaven and meet Paul, one or the other of us will have to quit. He had annoyed me from the first, but the end came that Sunday, when the lesson was about turning your other cheek if your enemy smites you. Just in what I thought was the most interesting part of the lesson, and when I could almost smell the halo singeing my hair, Master Paul surreptitiously pulled out all my hairpins and down it came all about my shoulders. Forgetting all about the lesson, I turned and slapped him in the face. Then I threw up the job."—*Philadelphia Record.*

BELLOWS: "Does Miss Rich return your affections?"

Fellows (tearfully): "The unopened envelope seems to indicate it."—*New York Sun.*

A GOOD SIDE LINE FOR DRUGGISTS.—A representative of the BULLETIN OF PHARMACY recently called at the factory of the Robinson Thermal Bath Company, 655 Jefferson Street, Toledo, O., and in talking the business over with the manager he learned that druggists were sending in larger orders this year than last season for bath cabinets. This increased demand has probably come about on account of the people now being educated as regards the value of the cabinets, and being a medical proposition, they naturally go to their local druggist for cabinets when they need one—that is, if the druggist carries them in stock.

The Robinson Company have made an appropriation of $50,000 for advertising the cabinets this season, and this will also help druggists who happen to have a stock of goods on hand.

As a special inducement for this month the company is offering to send a $7.50 cabinet absolutely free with the druggist's first order; this cabinet to be used for advertising purposes. This offer will be good for thirty days.

We would recommend all of our readers who have not got a line of the Robinson cabinets to purchase at least a sample, and after investigating other makes, you will find that the Robinson is the best made cabinet on the market. These people are the originators of the bath cabinet business, having been manufacturing them for eight years.

LEADING MAN: "No money to pay salaries?"

Manager: "No, business has been very bad."

Leading Man: "Don't care anything about that. I want my pay, or I'll leave."

Manager: "Have patience a little longer, and I think business will pick up. We will soon be in a section of the country where you are not so well known."—*New York Weekly.*

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results.* It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

"WHAT'S IN A NAME?"—In these days of much publicity that is good, and far more that is mediocre, it is with a distinct sense of satisfaction that we again refer to the exceedingly original and clever advertising now being done by The Liquid Carbonic Acid Mfg. Co. Between pages 16 and 17 of this issue of the BULLETIN will be found the most recent production of the "Liquid"—their very attractive January insert, advertising their well-known line of carbonating machines and cold soda apparatus.

On the first page of this insert is shown one of the "Liquid's" most efficient carbonators for dispensers and others requiring a thoroughly high-grade carbonating machine at a moderate cost—one occupying small floor space, and which can be operated by attaching to an ordinary electric light socket. This machine is the "Perfection Electric," and it is sold by the "Liquid" under the absolute guarantee that it is entirely and perfectly automatic and continuous in operation—not in theory, but in fact—and will, at all times, without any attention whatever, furnish an ample volume of water carbonated to 100 per cent of saturation.

Going back to the beginning, the reader is asked "What's in a Name?" and is told that if it is "The Liquid"—"all things required or desired by the progressive soda-water dispenser;" if it is a "Liquid" Carbonator—all points of mechanical construction essential to perfect automatic operation and economical production of a highly carbonated water, of ab-

solutely uniform quality. As charged water in tanks costs the dispenser 10 cents per gallon, while with a "Liquid" carbonator it costs but 1 cent per gallon, we cannot too strongly urge our readers to

ALL YOUR ADVERTISING

For $2.00 per Month.

Our system of advertising is a "Hummer;" "Doubling Sales;" "A Great Help;" "Worth five times the price." (See below.) It is revolutionizing methods of doing Retail Drug Business. Nearly six hundred of the leading druggists of the United States are using it regularly. It is also extending rapidly throughout Canada, England and New Zealand. It is the nearest approach to an experienced advertising manager right in your store. It is adapted to all drug stores, big or little, city or country, north, south, east or west. Every month it furnishes copy for 40 to 50 seasonable newspaper advertisements. Every month it furnishes copy for seasonable Booklets, Circulars, Pamphlets, Letters, Blotters, etc Every month it furnishes copy for numerous Window Cards, Store Placards, Wall Mottoes, etc. Every month it furnishes successful plans, schemes, ideas and improved methods for going after trade in all lines. (This alone is worth more than $2.00 per month.) It gives confidential advice by letter as often as needed. Frequently one such letter of advice with outline plans is worth far more than the yearly price of the "System." Never have we offered anything that so nearly meets and exceeds the demands of progressive Retail Druggists. Write for our large Pamphlet fully describing this "System." Use attached coupon, worth $2.00 to you if we accept your contract.

"Your 'System' is worth five times the price."—Frick's Eight Pharmacies, St. Louis, Mo. . . . "Since using your 'System' we are making a large increase in our business."—Thos. Metcalf Co. (3 stores), Boston. . . . "I consider your 'System' the best money I ever spent."—John R. Wall, New York. . . . "Your 'System' is very effective."—J. M. Bryston, Vinal's, Cal. . . . "We are very much pleased with your 'System.'"—Central Drug Co. (4 stores), Detroit, Mich. . . . "Your 'System' is a hummer—worth double the money."—Drushel & Fracken, Salt Lake City, Utah. . . . "Your 'System' doubled the sales in my Cigar Dept."—Wilbur Sylvester, Port Huron, Mich. . . . "Your 'System' is a great help. Each month grows better. I congratulate you."—J. R. Johnson, Zanesville, Ohio.

Contracts for this "System" of Advertising are acceptable from ONLY ONE DRUGGIST IN EACH LOCALITY. First come, first served.

M. P. Gould Company

Drug Store and Medical Advertisers.
Bennett Bldg., Nassau, Fulton and Ann Sts., NEW YORK.

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correspond with the "Liquid" concerning their always reliable line of carbonating apparatus.

The reader is told that simply as a matter of good business policy he cannot afford to overlook the "Liquid's" superb line of cold soda apparatus, and is requested to write, wire, or 'phone any one of the "Liquid's" numerous branches at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

A Likely Remedy.—Mr. J.: What would you suggest, doctor, for insomnia?

Dr. Pillsbury: I would suggest that you attempt to sit up with a sick man and give him his medicine every hour a few nights.—*Exchange.*

Hope a Confirmed Bachelor.—Though Anthony Hope writes so well about women, and can picture them in their most fascinating moods—and nowhere more effectively that in his latest story, "The Intrusions of Peggy"—he himself seems quite impervious to feminine attractions. He has at present a bachelor's flat in the Savoy Mansions, close to the Savoy Hotel, on the Thames embankment, which is furnished in old-fashioned mahogany. The walls are hung with a number of rare colored prints, of which Mr. Hope is a discriminating collector. He is also fond of sport, and was formerly an enthusiastic and prominent football player, but for some time past has abandoned that stressful sport in favor of golf.—*Scribner's Bulletin.*

He Surprised Her.—Kidder: "Skinner played a mean trick on his wife. He told her if she learned how to cook he'd give her a surprise."

Slimkins: "Did she learn to cook?"

Kidder: "Yes; and then he surprised her by discharging the cook."

BULLETIN OF PHARMACY

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EDITORIAL.

THE SUCCESS OF THE CANADA CONTRACT PLAN.

As our readers know, the N. A. R. D. is getting in readiness to put a "direct contract and serial numbering plan" into general operation. Reference was made in the last BULLETIN to a similar plan which has proved a marked success in Canada during the past year, and in view of the interest which is now being felt in the subject we may explain more at length what our friends across the border have accomplished. The Canada plan was first devised by the druggists themselves, and at their request adopted by the Ozone Co. of Toronto. Ere many months went by the following decisions were secured from the courts (quoting from a paper presented at the Philadelphia meeting of the American Pharmaceutical Association by Mr. John Hargreaves, of Toronto):

John T. Lyons, a retail druggist of Montreal, signed the contract, purchased the goods, and immediately proceeded to sell below the stipulated and marked prices. The Ozone Co. entered an action asking damages and an injunction preventing him from violating the contract until trial could take place. The court granted an interim injunction as requested, until trial was heard. Messrs. Skinner & Co., of Kingston, wholesale drug jobbers, signed the contract, purchased the goods, and sold them to a department store that had refused to sign the contract. Proceedings were immediately begun, when Skinner & Co., after first strongly objecting, consented through their solicitor to a perpetual injunction restraining them from selling Ozone contrary to contract, and also to pay fifty dollars damages and the costs that had been incurred. Bryson, Graham & Co., a large department store of Ottawa, procured Ozone, and to prevent the tracing of the article, defaced the wrapper and the marks on the packages. Proceedings were instituted, with the result that Bryson, Graham & Co. readily consented to an injunction restraining them from selling anything as Powley's Liquefied Ozone except in the *original intact* packages.

But of course such a plan, iron-clad as it is shown to be by these decisions, is after all of little use if it is not possible to punish somebody when the goods are sold, *not* by either of the signers to the contract, the original jobber or retailer, but by a third party who has been surreptitiously supplied with goods by one of the contracting parties. This statement was made by us to G. E. Gibbard, editor of the *Canadian Pharmaceutical Journal*, and his reply, printed among our "Letters" this month, will be found interesting and suggestive.

This is where the serial numbering feature of the plan comes in, and Mr. Gibbard makes it clear that without this feature the plan would be worthless. The numbers make it possible to trace the goods, and when it is found from what jobber or retailer a cutter is getting his supplies, it is an easy matter to "go after the fellow who allowed them to pass and mighty soon to close that avenue in an effective manner." And if, to escape this horn of the dilemma, a dishonest jobber or retailer defaces the numbers, he soon finds himself caught on the other horn: an injunction is secured against him like that to which the Toronto department store of Bryson, Graham & Co. found it advisable to submit so readily.

The Canada plan seems to justify the remark of Secretary Wooten, quoted in last month's BULLETIN, that "enough has been observed of its work-

ings to convince the most skeptical that it has sounded the death knell of price demoralization and so-called substitution." And now that Canada has beaten the path, it is for us on this side the border to follow with the plan conceived by the N. A. R. D.

THE HIGH-SCHOOL REQUIREMENT SHOULD BE DEMANDED.

One of the ablest and sanest papers presented at the Philadelphia meeting of the A. Ph. A. was that in which Professor Searby, of the California College of Pharmacy, discussed the preliminary requirements which should be established by our colleges of pharmacy. The professor maintained that "within a few years, not more than four at the outside, high-school graduation or its equivalent should be demanded;" and he defended his thesis with force and conviction.

To the objection that this step would be a hardship to the poor boy perhaps unable to continue in school so long, Professor Searby replied that high-school tuition is now free; that, if the boy must work for a living, he may substitute for the high-school the night school now so readily available; and that to compel him to continue his schooling, even though it be at some sacrifice, is to do him an inestimable service. "The young man who has to depend upon his brains alone for a living cannot afford to start out in life under conditions that invite failure;" and when we permit him to make such a start under the guidance of misdirected sympathy we are doing him the greatest possible harm.

Professor Searby is in position to know just what the practical benefits are of a high-school education to a pharmaceutical student. The California College formerly contented itself with the grammar-school requirement; it now demands two years of high-school work, and gets about forty per cent even of high-school graduates. The contrast between the former conditions and those now existing —between the two classes of students—is marked. The large percentage of students who formerly dropped out at the semi-final and final examinations has been reduced to a minimum, despite the fact that the examinations themselves have constantly been made more severe. The students have learned *how* to study; their faculties have been developed; they are in position to get the most from their college work. Moreover, "we have almost eliminated the lazy, the indifferent, and the careless;" and the work of the school and the discipline of the school have been greatly benefited. Finally, this weeding out of the illiterate and the stupid, and the filling of their places with individuals of a superior type, means an ultimate benefit to pharmacy which can scarcely be overestimated.

"How have we been able to carry out this plan [of exacting higher requirements]?" asks Professor Searby. "Certainly not by simply announcing our conditions and abiding the result. We have made persistent efforts to educate the people of the Pacific Coast to the idea that such preliminary education was for the students' benefit, and would, in due time, be demanded. And when the time came the demand was made, and met in a satisfactory degree. It took several years to prepare these young people for the advance, but the result is worth the effort and the cost. No one on the Pacific Coast wishing to enter our school now expects to be admitted on a grammar-school diploma. And the feeling is growing that the best investment a young man or woman can make who wishes to become a pharmacist is to secure a high-school diploma before going to college."

PROFITS OF THE JOBBING TRADE.

Coöperative buying: Is it really economical? Does it pay? Should the buying clubs be recognized as wholesale distributors under the operation of the N. A. R. D. plan? These questions are uppermost in the pharmaceutical mind just now, in view of the resolution passed at the Cleveland meeting throwing upon the Executive Committee of the N. A. R. D. the task of deciding whether or not buying clubs should in any instance be placed upon the list of distributors. Answers to these questions were given in the very interesting symposium on the subject which we were able to lay before our readers in December, and it is our purpose on this occasion simply to present further evidence bearing upon one phase of the discussion—that of the possible saving yielded by the buying club.

Inasmuch as the buying club does practically a jobbing business, its profits will at least approximate those of the jobber; and it is the profits of the jobber of which we are to speak. We have before us the letter of a man prominently known in the jobbing trade, and familiar with the conditions as they exist pretty much over the entire country. He makes the somewhat surprising statement that the average gross profit of the jobber is fourteen per cent, the average cost of doing business eleven per cent, and the average net profit therefore only three

per cent. There are exceptions to this rule, but they are apparent rather than real. A large jobbing house in the West makes a net profit of about five per cent, but it must be understood that until recently the firm was technically only a firm and so paid no salaries to either the manager or the managing partners.

Nearly all wholesale houses are incorporated and pay reasonable salaries to their chief officers. Thus the manager of one well-known house in the West gets a salary of over $5,000.00 a year. Very good salaries are paid to other employees, and these items of course go into the expense column. One large jobbing house in the country is still doing business as a firm, however, and the very exceptional profit of six per cent is realized—not only because no salaries are paid the partners or managers, but because an immense trade is done and the percentage expense of doing business is reduced to its lowest limit. On the other hand, our correspondent asserts that one incorporated jobbing house in the West made a profit last year of only two per cent!

These very interesting figures are simply given for what they are worth. Pharmacists generally will be glad to know these facts concerning the jobbing business, while the indirect bearing which they have upon coöperative buying will also render them suggestive.

THE REDEMPTION OF THE PHARMACEUTICAL PAST.

To all true lovers of pharmacy it is most gratifying that an interest in the historical aspects of the calling is beginning to be developed. Within the past few years, as the readers of the BULLETIN were told in the issue for last March, Mr. Ebert has been at work on a history of Chicago pharmacy; the druggists of Wisconsin, stimulated by Dr. Kremers, have been gathering and housing in the State Historical Museum a collection of objects of historical interest, and will ultimately have "a historical drug store;" while at the recent meeting of the American Pharmaceutical Association things historical were given the most emphasis, and exhibits and papers were presented which opened the eyes of pharmacists to the fascinations of the past and developed a strong and we hope abiding interest in the things pharmaceutical of earlier periods.

The richness of the collection gathered for the Philadelphia exhibit proved most convincingly how great a wealth there is of historical objects available; and the large number of things which the Wisconsin pharmacists have been enabled to find for their collection in the State points to the same conclusion. Here and there throughout our States are to be found most interesting old mortars, scales, graduates, drug mills, and an immense variety of such articles. But it will not always be possible to find them. Such things disappear year by year. The sooner they are collected, the richer and more varied will be the collection.

The pharmacists of every State, realizing this, and having a deep regard and interest for the past history of their calling, should at once begin the work of collection. Let each State association, at its next annual meeting, appoint a historical committee of interested and enthusiastic members, and let this committee begin and continue without pause the work of gathering objects, classifying them, and perhaps arranging in the State historical museum "a historical drug store" like that which the pharmacists of Wisconsin are engaged in establishing.

If, in addition to this, city and State associations will, whenever it is possible to find them, subsidize historians of the Ebert stamp, and thus secure graphic and interesting histories of local pharmacy, so much the better. These things both done, the past of our calling would be redeemed ere it is too late, and the new generations of pharmacists constantly arising would have that knowledge of the past which affords the most comprehensive understanding of the present, which breeds the deepest respect for one's own calling, and which conveys the richest of intellectual satisfactions.

OUR NEW DRESS.

We hope our readers like the new type in which the BULLETIN was for the first time printed last month. Whatever may be said about the literary quality of the journal, we have always prided ourselves upon its mechanical excellence. There have been plenty of engravings; these have been neatly arranged; and the typographical work has been of the very best. With the beginning of the new year we took the next step and provided the BULLETIN with a new and modern dress of type—easier to read and neater in appearance. We can't help feeling that the BULLETIN now presents as pleasing—well, perhaps we had better wait and let our readers finish the story!

Have we been dreaming, or did the Revision Committee of the U. S. P. really say something a few months ago about giving a measure of publicity to its proceedings?

THE OBSERVER'S COLUMN.

The Observer has been reading Woodrow Wilson's new "History of the American People," and he was struck just now with a remarkable parallel between the formation of the Union and the creation of the National Association of Retail Druggists. Up to 1765 the people of the country were divided into thirteen distinct colonies. These were really separate commonwealths in themselves. Each had its peculiar government, its social customs, its economic system. The differences in all these respects were marked. There was little in common between the colonies; and there was much of suspicion and jealousy.

Left to themselves it is doubtful whether union would ever have resulted. Certainly it would not have come for many generations—until the unifying factors supplied by the railroad, the telegraph, and the telephone had gradually broken down isolation and lines of demarcation. But suddenly the Stamp Act was passed. The colonies now had a common cause. Their liberty was attacked; they must stand together if relief from imposition were to be found. Efforts at concerted action had always failed before, but now representatives from nine colonies attended the Stamp Act Congress in New York. Union had come. Differences in custom and government were overborne; jealousies were forgotten; mutual indifference was replaced with mutual determination; and though the actual formation of the Union did not take place yet for some years, the separated and non-attracting units were suddenly welded together in spirit into a homogeneous whole.

As the Observer read again this dramatic story of the formation of our country his mind recurred irresistibly to that historic convention in St. Louis four years ago which witnessed the birth of the National Association of Retail Druggists. Was not that the Stamp Act Congress of pharmacy? Had not mutual jealousies and hostilities always before kept the pharmacists of the country from uniting their forces effectively? Did it not take the imposition practiced upon them by the proprietors to arouse their indignation, to convince them that they had a common cause, and to make them realize that they must stand together if they would successfully protect and advance their own interests? Singularly enough, was it not also a stamp act which proved the welding agent—which suddenly brought the scattered and mutually repelling units into powerful union?

And then the Observer reflected that wars and impositions and tyrannies are often blessings in disguise. They are frequently evolutionary factors of pronounced significance. Great obstacles can only be overcome by great determination; and this is in turn bred only by a great wrong or a great necessity. Had it not been for the tyranny of England it is more than probable that this country of ours —a country which is rapidly forging ahead to the leading place in the family of nations—would never have been. Had the patent-medicine proprietors not aroused the indignation of the pharmacists of the United States by passing along to them the stamp tax which they should have borne themselves, and in some instances even adding to it, it is quite certain that the National Association of Retail Druggists would never have come into existence, and we should not have had the organization which promises so much for the welfare of the entire calling.

THE MONTH.

THE CONTRACT PLAN AT LAST.

At last, after years of agitation and months of careful planning, the "direct-contract and serial-numbering plan" was put into operation last month by one proprietor—the Dr. Miles Medical Co., of Elkhart, Ind. Every reader of the BULLETIN doubtless received a copy of the contract for his signature. The contracts were sent out on the 19th, and a letter was issued by Secretary Wooten to the membership of the N. A. R. D. asking that they be signed at once and returned. The Secretary declared that the Dr. Miles Company was the "first member of the proprietary trade we have found willing to take the initiative in the serious and expensive work" involved in putting the plan in operation. For this act of loyalty to the retail trade he thought the company deserved hearty support. Moreover, Secretary Wooten continued, the ultimate success of the direct-contract plan depends to a very large degree upon the success met with at the outset. If the Dr. Miles Company succeeds in causing its products to be sold at full prices universally, other proprietors will be quick to fall in line; and it goes without saying that the converse would be equally true in the event of failure. Following the Secretary's letter a ringing appeal was printed a week later in the "N. A. R. D. Notes" of January 23 urging pharmacists to sign and return the Miles contracts without delay. It was declared that a crisis was at hand, and that if the success of the

plan were to be assured every man must do his duty loyally and above all promptly.

* * *

ATTITUDE OF THE JOBBERS.

One obstacle to the success of the plan, however, was met at the very outset. Scarcely had it been announced that the Miles Company would put the plan into operation before the jobbers in New York, and those in Chicago, each met behind closed doors and decided not to sign the contracts. It is generally understood that the jobbers in several other large cities are likewise hostile to the plan, although this is denied by A. H. Beardsley, secretary of the Miles Company. In Detroit the Michigan Drug Company, we are informed, has refused to sign the Miles contracts. The objection which the jobbers make is that the plan would "plunge them into a mass of detail," greatly increase their expenses, and give them nothing by way of return. Some of them intimate that if they were remunerated adequately for their expense and trouble they would have no further objections to offer; and one jobber has estimated that the extra bookkeeping expense involved by the plan would be not less than five per cent, while the gross profit itself on patents is but ten per cent. Just at this writing the situation looks very complex, and no one can foresee what changes may be developed before the next number of the BULLETIN reaches its readers. We may add that the executive committee of the local association of druggists here in Detroit has decided under the circumstances to take no action regarding the Miles contracts.

* * *

TWO FAVORABLE DECISIONS.

Meanwhile, it is rather a striking coincidence that two court decisions indirectly favorable to the legal success of the direct-contract plan were rendered last month—both of them, however, in other lines of business than the drug trade. In both cases it was shown conclusively that the manufacturer has the indisputable right to control the conditions under which his goods shall be sold. One of the suits was brought under the Sherman anti-trust law by a cigar and tobacco dealer against the Continental Tobacco Company. The dealer asked for damages caused by the company in refusing to supply him with goods unless he accepted other goods which he did not order. The judge dismissed the case, declaring that the company had a perfect right to impose terms and conditions under which its goods were to be sold. The other case involved the manufacturer's right to say at what price his goods shall be sold at retail. As our readers know, the American Publishers' Association is striving to prevent cut prices in books in much the same way that the N. A. R. D., under the tripartite plan, has been endeavoring to prevent the cutting of patents. R. H. Macey & Co., the large department store people in New York, brought an injunction suit against the association exactly on the lines of those which have been brought against jobbers and retailers throughout the history of the tripartite movement. The judge denied the injunction, and based his decision upon the precedent established in the famous J. D. Park case, with which the drug trade is familiar. In an editorial to be found elsewhere this month we call attention to several decisions which have been gained under the direct-contract plan of our Canadian cousins, and which similarly uphold the manufacturer's prerogative.

* * *

N. A. R. D. ACTIVITY.

Last month we reported the action of the Kings County Pharmaceutical Society of Greater New York in temporarily withdrawing from membership in the N. A. R. D. It is now important to note in that connection that Organizer Hoffman, said to be the best man on the N. A. R. D. staff of organizers, will soon begin active duty in Greater New York. More important still, it is announced that Dr. Noel, who is the chief of the organizing department, will himself come to the city about the middle of the present month and lay plans for an active and aggressive campaign. Meanwhile the work of organization is proceeding elsewhere with commendable energy. Recent reports indicate that local organizations have lately been formed in the States of Texas, West Virginia, Connecticut, Iowa, and Kentucky, and in the cities of Providence, R. I., Cleveland, O., and Wilmington, Del. It is gratifying, too, that six thriving local bodies have voluntarily come into the fold within recent weeks. Departing now from this feature of N. A. R. D. activity, we may report that 25,000 petitions looking towards the reduction of the alcohol tax were sent out from the national headquarters last month. Druggists were urged to secure as many signatures to these as possible, and send them to their representatives in Congress. Finally, the executive committee has announced that the pharmaceutical houses, "with a very few exceptions, have lined up with the N. A. R. D. policy outlined in Resolution C." It is declared that "the Resolution C policy has become a fixed purpose with the N. A. R. D.," and it is intimated that steps will be taken

to see that every pharmaceutical house is made to conform with the plans of the association. Those who do not conform will no longer be able to escape detection and punishment.

* * *

CLERKS WANT TO GET ON PHARMACY BOARDS.

It is significant that in four States recently the drug clerks have been earnestly striving to secure representation on the boards of pharmacy. Perhaps the warmest time has been experienced in St. Paul. It is in nearly every State the custom for the State pharmaceutical association to hand the governor a list of nominees from which he shall make his appointments. Before the Minnesota Association could take this step, a committee from the drug clerks' organization called upon the governor and urged that the nominations to be made by the proprietors be set aside in favor of the clerks. Later on the proprietors made their nominations in the regular way, and the situation became complex. At this writing we do not know what the governor has done to settle the question. In Illinois the Chicago association of clerks strove to have the governor appoint to the board its new president, E. J. Healy. The governor, however, respected custom and law and made his appointment from the list of nominations handed him by the State Pharmaceutical Association. The appointee is Joseph Shreve. Mr. Shreve, it is significant to know, is manager of a store at Jacksonville, and it is quite likely that the Governor chose a manager rather than a proprietor as a partial concession to the drug clerks. The Drug Clerks' Union in Waterbury, Ct., is making a similar effort, while the clerks' association in Washington, D. C., wants to have two clerks added to the five proprietors now comprising the board, making a commission of seven members.

* * *

HOW THEY SHOULD GO ABOUT IT.

We must confess that we have a great deal of sympathy with the ambition of the clerks to have representation on the boards of pharmacy. Whether they are at present pursuing just the right course in securing this representation is quite another question. As we have indicated in the preceding paragraph, the pharmacy laws of most States give the State pharmaceutical association the power of making nominations to the governor; and it is unquestionably for the best interests of pharmacy that this power should not be disturbed. It has sometimes been encroached upon by the governors of different States, and the citadel should not be further weakened by attacks from the inside. It seems to us that the wisest course for the clerks to pursue would be to make their recommendations through the State pharmaceutical association. Let them work in cooperation with the proprietors and not in opposition to them. We have faith enough in the justice of proprietors to believe that any State association would be willing to give the clerks one representative on the board. This would only mean that the clerks would have to be yielded to but once every five years. Moreover, it cannot be gainsaid that as a general rule and practice, apart from this particular instance, clerks should always join with the proprietors in striving to better the conditions which surround both classes alike. Coöperation should be the watchword.

* * *

THE CLERKS AND SHORTER HOURS.

In Washington, D. C., the clerks and the proprietors have been trying to get together on the question of shorter hours. As our readers know, the drug clerks caused a bill to be introduced into Congress providing for a week of sixty hours, and making provision also for two clerks on the board of pharmacy, swelling the membership of the latter to seven. The proprietors declared themselves willing to support the latter provision, but so far as shorter hours were concerned they suggested a compromise of seventy hours per week. It seemed impossible to bridge this chasm between the sixty and the seventy hour requirements, and after the bill had been laid aside pending the conference it was afterwards decided by the clerks to attempt its passage without further delay. The drug clerks in Waterbury, Ct., whose efforts toward shorter hours were reported in the last BULLETIN, have succeeded in getting certain concessions and are consequently very happy; while a new organization in Oakland, Cal., has induced the proprietors to close their stores every evening save Saturday at nine o'clock. Finally, it is reported that the clerks from the two Massachusetts cities of Salem and Springfield have succeeded in having most of the prominent pharmacists adopt a schedule for a week of sixty-five hours.

* * *

A SENSATION.

Quite a flurry was caused in Greater New York last month by a sensational crusade carried on by the health department. Agents of the department visited 373 drug stores and purchased phenacetine from each. The specimens were then analyzed by the chemist of the department, and he claims to

have found that 315 of them were variously adulterated with acetanilid, sugar, antipyrin, quinine sulphate, starch, or mixtures of one or more of these substances. This alleged adulteration on so broad a scale was made the most of in the newspapers; the officers of the health department were interviewed repeatedly; representatives of the great public wrote letters expressing their fright at the stupidity and carelessness of druggists; and the druggists themselves appeared in print, strenuously defended themselves, and declared that the whole thing was conceived in order to benefit others at their expense. Even so reputable and prominent a firm as Hegeman & Co. was included in the list of alleged substitutors—a fact which in itself tends to throw considerable discredit upon the published findings of the health department. Our readers elsewhere may depend upon it that the atmosphere was pretty warm for a while, but it would now seem that the wonder was limited to its traditional nine days of life. Nothing has apparently been done to prosecute the alleged substitutors, and it looks as though newspaper exposition and publicity was the only end held in view.

* * *

A FAMILY QUARREL. A peculiar case has been going through the courts of Maryland during recent months. In accordance with the pharmacy law which Maryland finally succeeded in placing upon the statute book last year, a State Board of Pharmacy was established for the first time; and one of the early things which this board did was to get into a family quarrel. It seems that Dr. C. B. Henkel, president of the board, did not approve of the action of the other members in giving certificates of registration to two particular individuals who came in under that provision of the law which guaranteed registration to those who had been actively engaged in the drug business prior to the first of July preceding the passage of the act. Dr. Henkel declared that these persons were not deserving of registration, that they were grossly incompetent, and that they had misrepresented the facts in their applications for certificates. Failing, however, to bring the rest of the board to his view, he instituted court proceedings. After some weeks of litigation the case was finally decided in favor of the defendants, and Dr. Henkel promptly appealed. The question will now be settled by the decision of the Court of Appeals; and this is being awaited with considerable interest.

GEORGE W. KENNEDY. Mr. George W. Kennedy could scarcely resist a feeling of gratification if it were possible for him to return to this life and see how generally his death has been deplored, and what ungrudging eulogy has been given him in the pharmaceutical press and elsewhere. It is all merited. Mr. Kennedy's loyal work for nearly thirty years as secretary to the council of the A. Ph. A. is familiar to pharmacists generally; his many services to the pharmacy of his own State are likewise known to the members of the calling in Pennsylvania; but few outside of his own town are perhaps aware of Mr. Kennedy's signal usefulness to the general public. He was concerned in nearly every educational and philanthropic movement in Pottsville, and his death is regretted even more by the citizens of that town than by the pharmacists of the United States.

GEORGE W. KENNEDY.

* * *

THE CONGRESSIONAL PURE FOOD BILL. After fourteen years of waiting the national House of Representatives at last passed a moderate pure-food bill several weeks ago, with but twenty-one dissenting votes. Unfortunately, however, it begins to look now as if the measure would not pass the Senate during the present session of Congress, even though it has been greatly modified in the Senate committee to lessen the opposition against it. At this writing the deadlock over the statehood bill still exists, and when that is finally broken, it seems reasonably certain that the appropriation bills will occupy the discussions of the Senate almost continuously until March 4, the date of adjournment. This does not take cognizance even of the important antitrust measure of Congressman Littlefield. Meanwhile, however, the newly-founded drug laboratory in the department of agriculture will in time pile up data of benefit in the construction of an effective national law; the preserved-food experiments now being conducted by Dr. Wiley will have the same beneficial effect; and so, after all, the

delay in the passage of a national measure will only provide opportunity for the ultimate drafting of a bill which will doubtless come much nearer to perfection than any heretofore put forward. The Hepburn measure, which is the one now in the Senate committee, has been blue-pencilled until most of its strength has disappeared.

* * *

TWO DETROIT POISONING CASES.

Quite a disturbance was caused in Detroit drug circles last month by two poisoning cases resulting from dispensing errors. In one case it was claimed that where 5 grains of codeine had been prescribed in a four-ounce cough mixture, atropine was dispensed instead by mistake. The patient was found very ill soon after taking the mixture, and it is alleged by the newspapers that the attending physician was likewise peculiarly affected when he tasted the medicament to assure himself that it was innocent of any blame. The bottle was sent for analysis to the pharmacy department of the University of Michigan at Ann Arbor. At this writing no report has yet been rendered, and it cannot be said with certainty that the mistake was really made. The clerk—one in the employ of Arthur R. Cunningham, on Grand River Ave.—declares himself innocent. The other case was where a clerk in the employ of Doty Bros. dispensed tartar emetic when salicin was called for. The patient, as may well be imagined, was made very uncomfortable, but no serious results followed. The first of the two cases has given rise to an unfortunate controversy in the columns of one of the local newspapers. Statements have been made and opinions expressed which can scarcely fail to lessen the public confidence in the pharmacist; and it is only the more regrettable that these have in the main come from those within the fold.

* * *

MUSIC IN WISCONSIN.

Quite a little flurry was caused out in Wisconsin last month by the declared purpose of a prominent cutter to have introduced into the State legislature a specific antitrust law aimed against the operations of the N. A. R. D. This individual announced that several jobbers had refused to supply him with goods, and that he meant to have such a conspiracy in restraint of trade made illegal and impossible. Just what has been done since we are not able to report. For several days the newspapers had a good deal to say about the matter, and in printed interviews the wholesalers and retailers declared that no conspiracy in the real sense existed—that effort was merely being made to sell goods in accordance with the prices laid down by the proprietors. The cutter in question, it was declared, could secure goods in plenty if he would simply agree to do what every other retailer had declared himself willing to do. The outcome of the case will be watched with considerable interest.

* * *

OF EDUCATIONAL INTEREST.

As our readers know, the Illinois College of Pharmacy is this year housed in a new building with more room at its command, a superior equipment, and an enlarged corps of professors and instructors. In order to make the most of this expensive plant, it has been decided to keep the institution in active operation during eleven months of each year, closing only during August. Arrangements will be made to have several distinct courses given at least twice annually, and new classes admitted in either September, January, or April. This will incidentally be of considerable advantage to students, enabling them to begin and finish their courses without the delay of the customary summer vacation of five or six months. The course leading to the degree of graduate in pharmacy has been lengthened to fourteen months, or four terms of three and a half months each. This change is to take effect in April. Professor Oldberg now has eleven professors, instructors, and assistants in his faculty.

* * *

LIQUORS AT THE FOUNTAIN.

The Commissioner of Internal Revenue at Washington has recently promulgated an important ruling affecting druggists and confectioners. Beginning with January 1 the special tax of "a retail liquor dealer will be required to be paid by every person who sells or offers for sale any soda-water drinks or other beverages to which is added distilled spirit or wine (the fermented juice of small fruits) or any compound thereof." A previous ruling held that "where an alcoholic syrup is used for sprinkling into a glass of soda water, a quantity so small as merely to give a flavor to the water, the special tax of the liquor dealer is not required to be paid." This old ruling is now revoked. The Commissioner, in promulgating the new ruling, declares that an investigation has shown the necessity of the step, intimating that soda-fountain tippling is a very real condition.

(Continued on page 88.)

THE SUBSTITUTION HUE AND CRY.

The Fundamental Injustice of It—Much of the So-called "Substitution" is the Pharmacist's Birthright—It is Universally Recognized and Exercised—So Long as the Act is Open and Above Board there can be no Crime.

By EDWARD KREMERS,
Director of the School of Pharmacy of the University of Wisconsin.

No thinking person who has glanced over the price lists of the thousands of so-called patent medicines has ever supposed that all of these secret mixtures are essentially different. On the contrary, it is commonly believed, not to use the term known, that in each class of these preparations many are practically identical, and that the difference lies principally in the label on the one hand, and, on the other, in the manufacturer who advertises them and reaps the profit from their sale. If one stops to read the advertising matter that causes these preparations to be sold and consumed, one may wonder why it is that there should be thousands of them in place of one or but a few, for a very large number of them claim to cure almost all human woes.

EDWARD KREMERS.

PROPRIETORS THEMSELVES SUBSTITUTORS.

It requires but a very limited knowledge of the history of the American patent medicine to set any thinking person of these latter days to wondering why it is that the cry of substitution is not raised against every newcomer in this field of medico-commercial enterprise. It certainly cannot be that new medical discoveries are being made daily in a field in which almost every ill that flesh is heir to is being combated by a host of nostrums. And yet of the making, advertising, and selling of new patents there is no end.

Upon second thought, however, it will become apparent why it would not do to raise the cry of substitution within the camp of the patent medicine industry. As soon as "B" raised it against "C," "C" would demonstrate that "B" had in turn merely substituted "A's" preparation, and that he, "C," had as good a right to come to the rescue of mankind with his mixture as "B," for does he not spend his money, which certainly is as good as that of "B," for advertisements?

WHERE IS THE DISTINCTION?

It becomes evident that such a quarrel within the family would not do, for it might enlighten the dear public as to the real merits of the products of nine-tenths of the pseudo-medical humanitarians. This certainly would be a mistake! But if the retail druggist ventures to make use of his time-honored privilege and place upon the market a household remedy, he does violence to the divine right of these manufacturers. He has to be punished for his impudence and is branded a substitutor. Large manufacturers of galenicals not infrequently manufactured similar preparations; even the department stores entered the field, but for a long time nothing was said. The small retail druggist, weak because not organized, had to stand the brunt of the attack of these medical humanitarians by the grace of God. Successful attacks—none the less successful because sometimes cowardly—have, however, encouraged these worshipers of the infallibility of printer's ink, and now they have gained sufficient courage to strike at the large pharmaceutical manufacturer as well and call him a substitutor. Next they will brand the physician a substitutor who dares to use his own prescription in place of the secret preparation made according to the physician's prescription, but without his knowledge or consent. Why not denounce the poor "sufferer" as a base substitutor who prefers to use Ayer's Sarsaparilla in place of Hood's, although it is the advertisement of the latter and not that of the former which he daily reads in the newspaper to which he subscribes? It would be royal sport indeed if carried into the courts; medical science might gain new light by learning something about the true nature of these great "discoveries" that were made so often during the past century.

But in all seriousness, what foundation and what

justice is there to this battle cry of substitution, which of late has acquired the sound of a mad Indian war howl?

THE ONLY CRIMINAL FORM OF SUBSTITUTION.

That substitution is being practiced by retail druggists no one will deny, because there is court evidence to prove it. If a physician prescribes one preparation and the pharmacist dispenses another without the knowledge and consent of the former, he is a criminal and should be treated as such. It is not the druggist's business to know what the physician ought to prescribe. If he is better informed with regard to a certain preparation than the physician, it is his privilege to inform the latter. If he has a preparation of his own or of any one else which, in his opinion, is as good or better, no sense of duty or morals need prevent him from going to the physician with it and advocating its virtues. If the physician listens to his claims and is satisfied with their correctness, the pharmacist or pharmaceutical manufacturer has won a fair fight for the supremacy of his own. If, however, the physician wants something else, no superior pharmaceutical or chemical knowledge justifies the pharmacist in giving one thing in a prescription when something else is called for.

This doctrine is so fundamental and so self-evident that few if any will hold opinions to the contrary. That some druggists, who must admit the truth of this assertion, do not practice it is no reason why the entire profession should be branded "substitutors" and criminals.

HOW PATENTS ORIGINATE.

If a person has discovered a new remedy he can have it patented, and thus enjoy the fruits of his knowledge and industry. Our so-called "patent medicines," however, do not fall within this class in spite of their name. How many of these "discoveries" originate we have been told by one of the chiefs of the patent medicine industry.. After disclaiming that they are "the outcome of ignorance or greed for gain," he continues to explain: "The real fact is that they, to a very large and almost universal extent, are the best and most successful prescriptions of our most advanced and successful physicians. The story is simple. The physician, and the more eminent he is the more likely this result is to happen, sends his prescription to his druggist, who carefully prepares and sends it to the patient; this is followed by others, and others, all made of the same ingredients and the same proportions, and they are largely or even eminently successful. The druggist is alive to this—he knows from his own observation that he has in his hand a cure for a certain definite form of disease, and he gives it a name and launches it upon the public as a remedy for a certain form of disease.

"There is nothing of ignorance or mendacity or illiberality in the transaction; the druggist has really rendered the public a service, and has only taken advantage of the opportunity which his trade offered him, and has given wings to a blessing for the people; nineteen-twentieths of the popular medicines of the day have this origin and deserve respect rather than opprobrium."

How very different this sounds from to-day's cry of substitution. Yet it is but little more than four years ago that this "Petition of the proprietors and dealers in proprietary medicines, including the wholesale and retail dealers in drugs, of the United States" was read at the annual meeting of the Proprietary Association of America, in St. Louis, October 17 to 20, 1898.*

THE COMMON AND COMMENDABLE FORM OF SUBSTITUTION.

On the other hand, if some one in Germany were to discover a method for making quinine artificially, he would be given a process patent and for a time full enjoyment of his patent privilege. This would not, however, prevent any one on either legal or moral grounds from trying to make quinine artificially according to some other process. As a matter of fact, dozens of chemists may now be engaged in as many chemical laboratories in Germany trying to find some process or processes whereby this may be done. The one who wins out first will have the benefit of his discovery if the process is cheaper than that of isolating natural quinine. If a second chemist finds a still cheaper process he will naturally enjoy a greater advantage. Patent laws of this kind, therefore, not only protect the discoverer, but also foster science, and bestow with each new and cheaper process a corresponding benefit upon mankind.

This view is so sound that few have ever dared question its rationality and justice. Countries in which such common-sense patent laws do not prevail are anxious to have them adopted.

The same holds true not only in the case of the substitution of artificial quinine for natural quinine, or of one artificial quinine for another (*i.e.*, manu-

**Pharmaceutical Era;* vol. 20; page 570.

factured according to different processes), but in the case of the substitution of one antipyretic for another. As a matter of fact, it holds true for all like substitutions. It is by such processes or substitutions that medicine has always grown and modern materia medica made such enormous strides. Time not infrequently demonstrates that a new hypnotic or a new antiseptic is not always what it was first heralded to be. Thus, *e.g.*, of the numerous substitutes for morphine not one has yet displaced this invaluable alkaloid; and in spite of all the substitutes for iodoform not one has succeeded in driving this malodorous antiseptic out of the surgeon's armamentarium.

WHY HAS SUBSTITUTION, THE "MOTTO OF PROGRESS," COME TO BE SO SINFUL?

With substitution being practiced right and left —with substitution, indeed, as the motto of progress in medical science—why is it that the word "substitution" has been able to gain the unsavory meaning it has acquired by the patent medicine manufacturer against the druggist? What is it that makes substitution so sinful in this case, whereas in true medical science and practice it has become well-nigh synonymous with progress?

The reason is simply this: If manufacturer Divine Healer has spent large sums of money in advertising "Panacea" in all the daily papers, he is not in this business for pleasure, but for money. If Miss Innocence or Mrs. Ignorance or Mr. Dupe have read his advertisements and for the moment believed implicitly in his claims, they are his "legitimate" converts. If next they go to a store to buy a bottle of his preparation for their imaginary or real ills, let no one try to undo the "good work" of the advertisement paid for in hard cash. If, however, any druggist, "totally lacking in all moral sense," has the audacity to do so, might he not as well steal directly from the manufacturer who paid for the advertisement which persuaded this person with the real or imaginary ailment to seek physical salvation in a bottle of "Panacea?" Why, if Parke, Davis & Co. entertain the members of the Detroit Medical Society, would it not shock the moral sense of the good people of Detroit if one of the entertained physicians were to allow himself to be persuaded by an agent from Philadelphia, New York, or Baltimore to prescribe any other than P., D. & Co.'s preparations? Did not P., D. & Co. spend their good money to convert him, and did not the physician see with his own eyes that their preparations were standard? How dare any one approach such a physician with the words "just as good" or even "better?" Yet it is being done daily, and no newspaper editorials denounce such "corrupt" practices, and no cartoons depict the outside agents as pickpockets.

Does all the difference, then, lie in the fact that the customer who wants "Panacea" goes to the druggist, while the physician is called upon by the agent? This can scarcely be, for the customer who formerly went of her own accord to the druggist for the household remedy prepared by him may be persuaded by the patent-medicine man's advertisement to call for the same article under a different name, not because it is "just as good," oh, no! but because it is a "new discovery," and under the new name cures without question a dozen different ailments constantly, whereas it formerly cured but one occasionally.

THE TRUTH OF THE SITUATION

then finally resolves itself into the query, "Does the money spent on advertisements give the manufacturer or vender special privileges or rights?" Most certainly not. Because a firm spends sixty cents for the advertisement of a preparation that costs but two cents and retails for a dollar, it has no more rights than if the order of expense of advertisement and cost of material were reversed. It is human, however, that the manager of such a firm should feel hurt to the quick if he learns that a few oral words can undo the benefit he thought he had derived from the sixty cents put into printer's ink. Every one has known persons who felt that they had earned just claims at a cost less than "sixty cents." But no public tribunal has ever found judgment in their favor, and no newspaper editor has ever written editorials in their behalf. Why? Because the public will not be duped all the time, and because editorials are not always paid for.

ONE'S OWN REMEDIES.

By CLYDE GOODRICH.

The putting up of his own line of preparations by the druggist is a subject which has been discussed over and over again. Many excellent articles have been published describing different processes of manufacture and methods of advertising, and I am inclined to be timid about trying to add anything that may be of interest to the fraternity. But as I have submitted a photograph of my window a few explanations may be in order. The engraving shows nearly my full line of preparations, consisting of Cough Balsam, Condition Powders, Pills, Headache and La Grippe Tablets, some toilet preparations, a Hair Restorer, and most important of all, NUVITA. In the background of the window are a palm, some ferns, and the show globes. "Nuvita" occupies the prominent position in the display, and is a preparation that I am pushing for all it is worth.

This preparation was put out after experimenting with a "sarsaparilla" and a "kidney and bladder cure." While these remedies were good, strong preparations, and gave satisfaction when tried, I found that they did not quite fill the bill. What the people want is something to fit every case, like the widely-advertised remedies on the market. When I would show the sarsaparilla many persons would say: "Oh, I have used sarsaparilla. It doesn't help me any more, and I guess I won't try it." So I made up my mind that I would put up an article, call it by some name that would *not* indicate what it was to be used for, use such ingredients as would be useful for the various ailments of mankind, and call it "Nuvita." The preparation is made by percolation. I use the best granulated powders I can buy, a menstruum of alcohol, water, and glycerin in such proportions as to extract the properties from the powders, and afterward reduce the percolate with water. A formula for a similar product is easily gotten up by any intelligent pharmacist. Be sure, however, to

put up something that you have confidence in yourself—something you are not afraid to stand back of and guarantee!

"Nuvita" is put up in 12-ounce Hood's panels enclosed in a neatly-printed carton, and sells for $1. Don't make the mistake of getting your prices too low, or the containers too large! You will have to do just as much talking, and waste as much of your energy, to sell at a low price as you would to get popular prices. I made this error in getting out a hair restorer. I put up an article similar to the advertised kinds, with the composition of which every druggist is familiar. I used 12-ounce prescription bottles with the label pasted around them; there was no carton, and the product was sold for 25 cents per bottle. Now I *should* have started the price at 50 cents. I think I would have sold as much at that price, and I certainly would have made much more money on the 50 cent sale than I would on the $1 advertised article. Still, my product has nearly driven the sale of the high-priced preparations out of the town.

The druggist nowadays that does not have a line of his own remedies is a "back number." A good line of meritorious articles is a constant advertisement. If one remedy proves satisfactory, it gives the customer confidence in the ability of his druggist, and he will then the more readily try other preparations of the druggist's.

I need not go further into the subject at this time. I may conclude by saying that the articles describing window displays, and the illustrations of the displays themselves, which are being printed by the enterprising editors of the BULLETIN OF PHARMACY, are very interesting to me. They should stimulate all of the fraternity to put forth their best efforts to the betterment of the profession, and to make a better showing on the right side of their ledgers.

AROUND THE CAMP-FIRE.

The Bulletin Story Tellers Under Way Again—Some Marvelous "Love Powders"—What Happened to a Man Who Would Steal Whiskey when the Clerks Weren't Looking—A New and Surprising Remedy for Stomach-ache—Divers Amusing and Entertaining Incidents.

[NOTE BY THE EDITORS.—In response to our editorial note of last month we have received a few contributions to the camp-fire series, but we need many more. These tales have proved to be one of the most interesting features of the BULLETIN. We have received innumerable letters from our readers expressing their pleasure and hoping that we would continue the series without intermission. The absence of the department in the BULLETIN last month called down upon our defenseless heads a storm of protest. But what can we do? We are just as anxious as our readers are to continue the tales, but we cannot do so without their assistance. The "Camp-fire" is really a coöperative project. The BULLETIN Family gather around it and keep one another entertained and amused. So long as they continue to relate their stories for one another's pleasure we shall be delighted to print them. We cannot and would not sit down and manufacture "fakes" for the occasion. Come! Let everybody at once write briefly some store incident—pathetic, humorous, or tragic, as the case may be—and send it in for publication. Don't wait—you'll forget it. Don't expect some one else will do it—he'll wait just as you do, and it won't be done!]

UNDER LOVE-POWDER TREATMENT.

"M. K. B." contributes the three following very clever sketches:

One day a friend of mine, a young farmer living not far from town, came in and asked to speak with me privately a moment.

I called him into the office and asked him what I could do for him.

He seemed greatly embarrassed and said he was "in a peck of trouble," and as I was a friend of his he had come to me for help.

I assured him that I would be glad to help him in any way possible.

He then begged me not to laugh at him, and said that he was "in dead earnest," and wanted me to tell him honestly if I believed there was any virtue in love powders.

I said to him that before I answered his question I must first find out why he wished to know, as it was extremely unprofessional to state an opinion on a question like that without first knowing why it was asked.

He then said, "Well, the fact is, I'm in love with a girl out in our neighborhood, and she doesn't care for me at all."

I asked him if he really loved the girl, or just thought he did; and he said there was no doubt about it; he was really very much in love with her, but she did not care for him "a little bit."

I saw the fellow was very much in earnest, and

so I assured him that I would do all I could to help him. He said if I would he would never forget me. So I went behind the prescription case and made him a half-dozen ten-grain powders of sugar of milk, colored a faint pink with carmine.

I assured him they were perfectly harmless, and told him to give two a day and to give them in candy. I charged him a quarter for them, and sold him a pound of candy.

In three days he came back, with a smile on his face, and asked for another half-dozen powders and a pound of candy. He said he could notice no change yet, but he was going to try again.

I told him the powders might fail, that nothing was sure, but that it could do no harm to keep up the treatment a while longer.

He came back twice more, and the third time I asked him if there was any change yet. He replied that everything was O. K., and he was delighted with the medicine—said it was simply all right!

I told him to try giving one powder a day for a week, and, if things were going all right, to give one then every other day for two weeks; if, at the end of that time, all was well, I advised him to discontinue the use of them altogether for a while and to watch results, treating the girl as nicely as he could and be as good to her as possible; and, perhaps, I said, everything would be all right.

About six months from the time he commenced his "treatment" he announced to me one day that he was going to get married in the spring. He said his girl promised him the night before, and that he was the happiest man on earth!

They were married in the spring, and so far as I know, are living happily together yet.

I give this little incident, not that I believe the policy a good one, but simply to prove that a little harmless deception now and then may not be a bad thing after all.

THE COLORED MAN AND THE PILLS.

The foregoing incident [continues "M. K. B."] brings to my mind another amusing thing that occurred some years ago.

A colored man came into the store and asked the clerk for a dime's worth of pills—any kind so they were good ones—he had used "mout near ever' kind."

The clerk went behind the prescription case, and, taking a piece of yellow wax, rolled out a dozen neat pills.

In about a week I saw Mr. Colored Man coming in again and fully expected trouble. Imagine my surprise, then, when he said: "Say, Boss, I wants 25 cents wof of dem same kind o' pills I dun got here las' week. I clar to goodness I nevah had no pills befoh do me de good dem pills did."

TRICK PLAYED UPON A BIBULOUS YOUNG LAWYER.

I once knew a brilliant young lawyer who bade fair to become a shining light in legal circles, but who became addicted to the habit of strong drink; and it gradually grew upon him until he became a hopeless sot.

He seemed to take a fancy to me, and, as he was a splendid young fellow when sober, I rather enjoyed his society; but he eventually became a nuisance, as his sober spells grew less and less frequent and of shorter duration.

He made himself at home in the store, however, and I hated to tell him to keep away. I could not forget him as he was before he took to drink.

I kept a bottle of whiskey, together with a number of large bottles of syrups and prescription goods, on a section of shelving directly behind the prescription case.

My friend would often, when recovering from a protracted spree, go behind the prescription case and sit for hours at a time, reading or talking, in a quiet and unobtrusive way, with any of the store force that happened to be back there.

One day a customer was behind the case, sitting by a rear window looking over a catalogue, when R., my inebriate friend, walked in and went around to the rear as he did so often.

Soon the man who was looking over the catalogue came up and told me that R. had taken a drink out of one of those large brown bottles behind the case, and that he didn't think R. knew he had been seen doing it. Afterwards he had sat down again.

I suspected at once that he had taken a drink out of the whiskey bottle.

After he had gone I emptied the bottle, put a noted amount of whiskey in it, and told the members of the store staff not to use any of it, and to get away from back of the prescription case the next time R. came in.

In a few days he strolled in as usual, and after he left I measured the amount of whiskey and found it nearly four ounces short. That settled it.

I put the boys in the store "on," and we fixed up a scheme on Mr. R.

We "doped" the rest of the whiskey in the bottle copiously with tincture of capsicum, aloes, and nux vomica, being careful not to get enough in to make

a dangerous dose should he swallow three or four ounces before discovering his mistake.

The next day R. came in again, and, as usual, went back of the case; so all of us immediately "got busy" in the front of the store and awaited results.

In a few minutes we heard a sound of breaking glass, and simultaneously R. came rushing out from behind the case, spitting and howling with pain, and begging for water. Upon being asked what the matter was he replied that he was poisoned, and when asked what he had drunk he pointed to the broken bottle on the floor. I said, "Good Heavens! You have drunk some of that liniment I made up for a man to rub his horse with, and it will kill you sure!"

The tears began to run down his cheeks, and he sank to the floor with both hands on his stomach, yelling, "Boys! Boys! for God's sake get a doctor quick!"

We had the doctor there in a moment, and explained the situation to him. He gave R. an emetic, which of course he didn't really need; and Mr. R. never went back of the prescription case again!

CORN SALVE FOR BURNS.

Another bunch of three incidents is sent in by "Cap. Si. Cum." The first two amusingly show to what strange uses medicines are sometimes put.

I enjoy the "Camp-fire" tales exceedingly, and am pleased to submit the following, if you find them worthy of a place.

Some years ago we put up a salicylic acid corn salve for which we had quite a demand, locally. One day a man came in the store and asked me for a box of the salve. As I was handing it to him, he said:

"That salve is great stuff! The other day our little boy accidentally upset a kettle of boiling water and scalded both his hands. We were pretty well frightened and did not know what to do, until my wife thought of the salve. This we spread on good and thick, and it took the 'fire' out and healed the burns right away!"

"Why, man," said I; "it's a wonder it didn't take the skin off his hands entirely!"

"Well, it didn't," said he, "and we would not be without the stuff in the house for anything."

PILE OINTMENT FOR STOMACH-ACHE!

Some time after that [continues "Cap. Si. Cum."] I recommended and sold a box of our Indian ointment for piles to a man, and the next time I saw him I asked him how it worked. He told me that it had cured him in short order, and that he had found it good for other ailments as well. "I had a stomach-ache the other day," he said, "and that salve was the only thing I had in the house. I took a lump of it about the size of a walnut, swallowed it, and it cured me right off!"

When I tell you that the ointment was composed of tar, cajuput, oil of spike, etc., you will not wonder much that I had to laugh outright.

"Why," he ejaculated, "it ain't pizen is it?"

"No, it isn't poison, but I wouldn't think of taking a pile salve internally, for a pain in the stomach."

"Well, it done the work all right," he sung out, as he went out of the door.

TOOTHPICK REPARTEE.

A short time ago two small girls came in the store, and one of them asked me for 5 cents worth of toothpicks.

"Wooden?" I asked.

The other small girl looked at me in wonderment and said: "You don't suppose she wants iron ones, do you?"

BLUE OINTMENT FOR BLUE MASS AGAIN!

The experience related in the December issue by G. M. Sandford, of Antrim, Pa., calls forth the following incident from Dr. A. J. Gardner, of Grand Rapids, Ohio:

I have been much interested in the BULLETIN'S Camp-fire series, and particularly in the incident related in the December number by Mr. Sandford, regarding the sale of blue ointment in the place of blue mass. I had a similar experience some years ago, although no trouble of any sort resulted. A man came in and asked for a dime's worth of blue mass. The blue-mass jar and the blue-ointment jar were on a shelf with a lot of other ointment and extract jars, and in the hurry of waiting on the customer I got hold of the blue ointment container by mistake. This was quite natural in view of the fact that they look very much alike. I put up the ointment, gave the customer instructions about how to take it, and he "went on his way rejoicing."

The next day he came in and said he guessed I had made a mistake. He had undertaken to make a pill of the blue mass, and it had melted in his fingers and was greasy. As soon as I looked at the stuff I saw that what he had was not blue *mass*, but blue *ointment*. Quickly realizing the mistake, I told him that I had been in the practice of medicine for some years, was well acquainted with the medical properties of the substance, and assured him

that the drug he had received was of the same nature as that with which he was familiar, and that no harm would have resulted from the taking of the pill. I went on to explain, plausibly, that the excipient used in the one case was somewhat softer than in the "old style" blue mass, but that I would give him the old form of the product since he desired it. I made the change, and he went away happy, not knowing or even suspecting that I had made a mistake.

Medicinally, the mass is composed of one-third mercury; the ointment is one-half mercury; no bad effects would result from the substitution except from large doses continued for a long time. However, I have kept the jars at extreme points ever since!

THE BUYING-CLUB QUESTION.

A Commentary on the Symposium Printed in the December Bulletin—The Advantages of the Buying Club are Pronounced Inferior to Those of the Tripartite Plan.

By B. E. PRITCHARD,

Financial Secretary and Business Manager of the Western Pennsylvania Retail Druggists' Association, and Editor of the *Western Pennsylvania Retail Druggist.*

I desire to express my appreciation of the enterprising spirit exhibited by the editors of the BULLETIN OF PHARMACY in placing before their readers the interesting and exhaustive discussion of the buying-club question in the December issue. Since the first days of the N. A. R. D. up to the present minute, no other question has presented itself for solution that has been so difficult to solve in a manner equally acceptable to each party to the tripartite agreement. The men selected by the editors to exploit the merits of each phase of the vexatious question are thoroughly well qualified for their respective tasks. I make this statement from intimate knowledge, having debated the subject fully, both in public discussion and private conversation, with all of them on various occasions. Each of them is thoroughly convinced that the position he has assumed is right, just, and tenable, and the earnestness displayed in the BULLETIN discussion evidences that they are all conscientious in that belief.

COMPARISON BETWEEN THE VIEWS OF MESSRS. ANDERSON AND WOOTEN.

A tripartite plan cannot exist unless there are three interests fully agreed upon a certain policy. Who ever heard of a two-legged triangle? All four of the gentlemen who express their views in the discussion under consideration are agreeable to the proposition that if the N. A. R. D. can succeed in arriving at and absolutely maintaining full prices, as fixed by the proprietors, or even a near approach thereto, it will have justified a right to exist, and will have accomplished a great and good work. Mr. Anderson, the leading exponent and recognized high priest of the doctrine of buying clubs, admits that "A fixed price, which can be positively maintained, and which will afford even an equal profit to that secured by purchasing through a buying club, would be of the greatest advantage to the retail trade; . . . and the relations with the other branches of the trade [would thereby be] made more pleasant and satisfactory." Mr. Wooten, following the same line of thought, tells us that "In those cities where price conditions are the most satisfactory there are no buying clubs, and wherever prices are least satisfactory buying clubs are most numerous;" and, after giving a short history of his personal experience with buying clubs, reaches the calm, unbiased, rational conclusion that "The best interests of the retail trade would be served by coöperating with the other branches instead of antagonizing them."

Do not these opinions quoted from the utterances of the champions of supposedly opposing interests very closely resemble each other? Again using Mr. Anderson's words: "While the discounts that can be secured in the purchase of patent medicines vary in many instances, the net saving to the members of buying clubs will average at least 9 per cent, and a retailer who is doing a moderate business and purchasing five thousand dollars worth of patents in a year, will thus receive a net increase in profits of four hundred and fifty dollars. Larger or smaller dealers will benefit in the same proportion." True enough, but too often,

alas! the 9 per cent saved represents the entire profit realized on the transaction. Pardon me if I divert here to give a striking illustration. A customer in a country store complained to the clerk that the measure of molasses he was selling her was not quite full. "That's all right, madam," explained the clerk, "there was some in the measure when I started!"

THE BUYING-CLUB VS. THE TRIPARTITE PLAN.

There are a few cities where the N. A. R. D. has been cast aside and the tripartite plan abandoned after an insufficient attempt to test its value, and where patent medicines are being sold at a lower price than the net cost to the retailer, after deducting all the saving he has been enabled to secure in their purchase by even the buying-club method. On the other hand, examples are numerous of other cities in which, by maintaining allegiance to the N. A. R. D.; by honestly and patiently working along tripartite lines; by dealing kindly with price disturbers, using moral suasion instead of dire threatenings; by coöperating with the jobber, and, in turn, receiving his assistance when occasion demanded it, the druggists have been enabled to arrange satisfactory selling schedules, and instead of saving a small percentage at the buying end have increased profits at the selling end to the average extent of 20 per cent, thus realizing a net increase of one thousand dollars in profits on a yearly business in patents of five thousand dollars, while at the same time not in the least infringing upon the legitimate earnings of the recognized wholesale distributers. Is it untenable to assume that the alleged unwillingness to coöperate, and the general refractory tactics charged against the jobbers in some cities, notably in New York, for instance, is the direct result of the mistaken zeal manifested by the retailers in those localities in endeavoring, in every possible manner, to get beyond the jobber, thus cutting out his legitimate share of the profits accruing, or supposed to accrue, from the distribution of proprietaries? In other words, when we disregard the teachings of the golden rule, do we gain any good thing for ourselves?

REPREHENSIBLE METHODS.

Recently a jobber in a certain city was approached by a buying-club agent with the offer of a large order for a prominent patent medicine provided he would accept it at a figure which would involve a division of the rebate. He refused the offer, stating frankly that if he accepted it he would be false to his signed agreement. This was known to the members of the club before making the tender, but it did not deter them from taking it to another jobber, whose ideas of right and wrong were not so finely drawn, yet whose obligations were precisely the same—*and the order was filled!* Now note the logic. The men who compose this buying club claim that the tripartite plan is a flat failure because some jobbers won't keep faith! This is one of the methods followed by some buying clubs to obtain the much coveted discount, and yet when precisely the same method is employed by the wicked public to reach exactly the same end they cry out against the demoralized condition of trade in that town, and lay the blame on everybody and everything else but their own short-sightedness and woeful lack of innate honesty and business acumen. All retailers are insistent that the jobber shall keep off their grass, and rightly so. But when it comes to persuading some of them that it is just as necessary that they keep out of the jobbers' melon patch—well, that's different, you know!

MR. KLINE SUPPORTED.

The jobbers' point of view as stated by Mr. Kline is well put, and I fully indorse the position he takes; and I think every fair-minded retailer who will use up a little gray matter meditating upon the subject will do likewise. It is this: "Resolution G appears to me to be particularly untimely, and serves notice that while the retailers expect and ask for a continuance of loyalty by the other two parties, they themselves want to be free to withdraw from so much of the plan's restrictions as is embraced in the agreement on the part of the proprietor not to supply at bottom rates his products to other than regularly recognized wholesale druggists."

MR. MCINTYRE'S ORGANIZATION SHOULD BE RECOGNIZED.

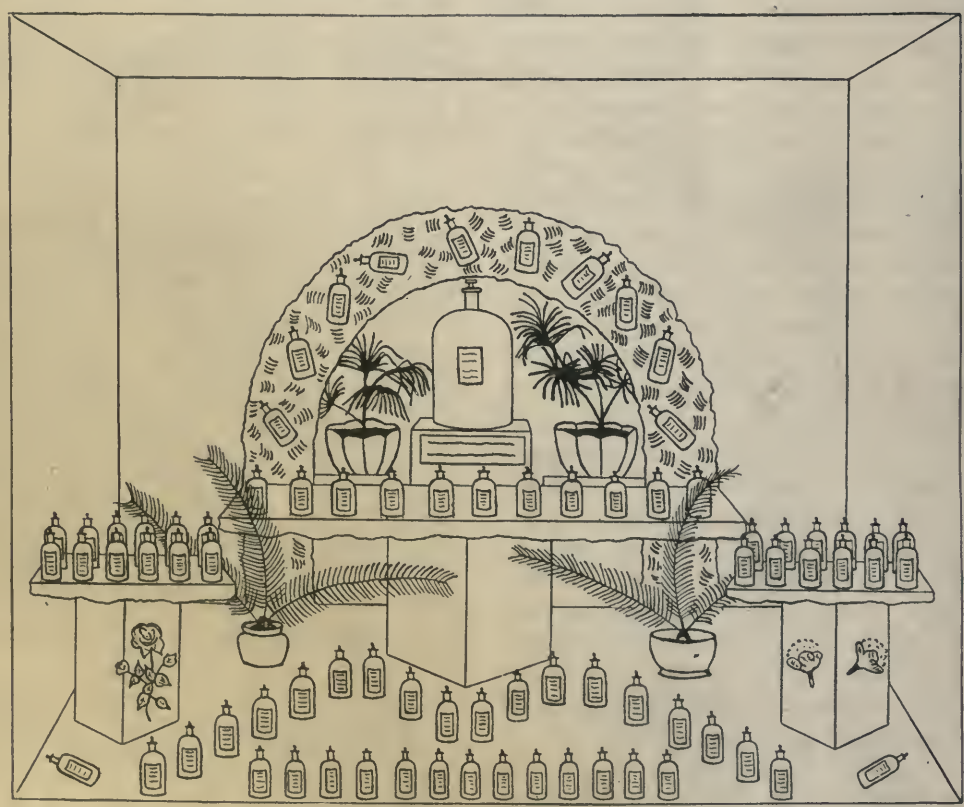
Mr. McIntyre's paper on coöperative buying, while interesting and instructive as an exhibit of business methods, does not present the true attitude of buying clubs. His association is not a buying club, but a thoroughly well-organized, properly-conducted, drug-jobbing concern, as I can testify, having made a "personally conducted tour" through the establishment; and I know no good reason why it should not be recognized. "Buying clubs" are simply a number of retailers banded together for the purpose of obtaining supplies as cheaply as the united wants of all will permit. Within proper limits there is no fault to be found with them. In

some schedules there are quantity lots with lower prices to retailers to be had through the jobber; these permit of quite a saving. To obtain such saving there can be no possible objection. And, too, there are other lines than patents in the buying of which there can be much economy. But when such methods as have been mentioned, and others equally void of honorable dealing, are resorted to, all right-minded retail druggists should keep hands off!

A TOILET WATER WINDOW.

By JOSEPH F. HOSTELLEY.

This is a window offering of a perfumed toilet water. In the background a lightly constructed frame arch has been stood. This device is covered with blue cheese-cloth lightly puffed. Several bottles of toilet water have been affixed to the face of the arch in this way: After it was covered with cheese-cloth, a bottle was held in the position selected for it, a hole bored through the frame on either side of the bottle, a wire passed over the body of the bottle and through the holes, and the two ends of the wire twisted tightly on the opposite side. A capacious bottle of toilet water stands on a box, enveloped in white cheese-cloth, midway between the columns of the arch. On the face of this support a brief placard has been tacked relevant to the subject of the exhibit. Potted palms in jardinieres rest to the right and to the left of the mammoth bottle, the boxes on which they stand being covered with white cheese-cloth. Just in front of the arch a long board, covered with white crêpe paper, is rested across a box clothed in blue cheese-cloth. On this shelf a display of toilet water is shown. On each extreme side of the window a box is stood, wrapped in blue cheese-cloth, supporting a thin board, covered with white crêpe paper, on which two rows of toilet water face the eye. Artificial flowers are pinned to the face of each box. Other details of the display will be fully read from the sketch, excepting that a carpet of blue cheese-cloth, loosely laid, covers the window floor, and provides some additional ornamentation.



THE PHARMACIST AND THE LAW.

A Clear Presentation of an Important Subject—The Responsibility of the Druggist in the Sale and Compounding of Poisons and Medicines—Interesting Cases which Bear upon the Accepted Rules of Law.

By WARD N. CHOATE,
Assistant Prosecuting Attorney of Detroit.

(*Concluded from page 18 of the January* BULLETIN.)

LIABILITY OF THE DRUGGIST IS NOT LIMITED TO THE IMMEDIATE PURCHASER.

A druggist also may be liable, not only to the immediate purchaser, but may be held to respond in money damages though the article sold may have passed through other hands by intermediate sales before it reached the injured person. The leading case on this question was one where a wholesale dealer in New York sent into the open market a jar of extract of belladonna labeled "extract of dandelion," and the person taking it was held entitled to recover some eight hundred dollars from the wholesale druggist even though not the immediate purchaser from him. It was held in that case that the original dealer owed the public a duty not to expose human life to danger by falsely labeling a toxic drug and selling it in the market as a harmless article. To do so was culpable and actionable negligence towards all likely to be, and who were in fact, injured; and the injury that did follow was the natural and easily foreseen result of the carelessness.

In another case from Ohio, where a clerk sold, without labeling it poison, oil of bitter almonds for oil of sweet almonds, an act which resulted in killing the wife of the purchaser, the court laid down the proposition that it cannot be said that a druggist owes no duty to persons who do not deal directly with him. The public safety and security against the fatal consequences of negligence, in keeping, handling and exposing such dangerous drugs as poisons, is a consideration to which no dealer can safely close his eyes. An imperative social duty requires of him that he use such precautions as are liable to prevent death or serious injury to those who may, in the ordinary course of events, be exposed to the dangers incident to the traffic in poisonous drugs. The mistake of the clerk cost the druggist $1,000.00.

THE WHOLESALER'S VS. THE RETAILER'S LIABILITY.

This liability of the wholesale dealer does not relieve the retailer unless he sells the drug in the unbroken package received from the wholesaler. In a case from Indiana, which states the rule, a wholesale druggist furnished a retailer tartaric acid on an order for Rochelle salt and labeled the package "Rochelle salt." The retailer broke the package and placed the drug in a receptacle from which he sold it, failing to discover the mistake. The jury said he should pay $200 to the woman who was injured from taking the tartaric acid for Rochelle salt. The court, in announcing its decision, said that if the drug sold had been received and labeled in an unbroken package and had been sold by the retailer to the purchaser in this package, then there would be much force in the contention that the retailer was protected by buying from reputable wholesalers. "But," the court went on to say, "here the package was broken, the contents were handled and put into a jar, and even again dealt out in a small quantity to the customer. The retailer had opportunities of seeing, knowing, and determining the character of the drug. And while it is perhaps true that an action would lie against the person who made the first mistake, it does not follow from this that the retail dealer is excused. If he was guilty of negligence in making the sale he must respond in damages." The druggist was given another chance in this case, however, because the court said the mere fact of the sale of a poisonous drug where a harmless one is called for is not enough to show negligence.

REGARDING THE LABELING OF DRUGS.

The proper labeling of drugs is a very important matter and may save the druggist from liability many times. In most of our States there are laws requiring the labeling of poisons. If a drug different from the one called for is furnished, but is properly labeled, it would be a protection against any injury, and generally also against any liability. For the furnishing of an unlabeled drug different from the drug called for is the same, under the circumstances, as if the seller had labeled it the drug called for. The dictates of ordinary prudence would require the labeling; and especially where there is a dispute as to what was called for the label showing what drug was furnished would cause the buyer to discover

the mistake, or, if he did not, he would have nothing but his own carelessness to charge with his misfortune.

Where the statute requires the labeling of deadly poisons, the selling of such drugs without the required label would be negligence in itself; and there is authority that this rule also holds even though there is *no* law requiring the labeling.

A druggist, however, is not always liable, and if, in selling poisonous or dangerous drugs, he fully warns the purchaser of their dangerous character, and clearly informs him as to what is a safe dose, even though he fails to label the substance "poison" as required by statute in many States, he is not civilly liable in damages if the purchaser is injured by an overdose; though he might be liable to the penalty of the statute for not labeling the article "poison."

RESPONSIBILITY IN THE SALE OF PROPRIETARIES.

When a certain druggist recommended a chemical compound to be a good hair-wash, and one which would not cause injury to the person using it, he was held liable for an injury that did result; but the mere fact that he in good faith recommends a medicine prepared by another person would not make the druggist liable though injury should result from its use.

A druggist is not required to analyze the contents of each bottle or package of a patent or proprietary medicine which he gets from a manufacturer. If he delivers it to a customer calling for it with the label of the proprietor or patentee on it, he is not negligent. In a case from Pennsylvania (West *vs.* Emanuel, 1901) a druggist sold a package of a certain well-known headache powder which had been on the market twelve or fifteen years. It caused the death of the customer's daughter. A suit to recover damages from the druggist resulted in a victory for the druggist for the reason above stated.

NEGLIGENCE ALONE DOES NOT INCUR LIABILITY.

It may be laid down as a general rule that if the medicine sold is not the proximate cause of the injury, or if the patient is sick at the time of administering the medicine and his sickness is not increased thereby, there is no liability on the part of the druggist even though he is negligent. However, if the person taking the medicine should be seriously sick and the medicine aggravated the disease and contributed to the death, or took from the patient the one chance of life, then the druggist must pay if, through his negligence, a wrong medicine was furnished. In one case in Louisiana, where a woman was sick with yellow fever and the druggist, in filling a prescription for an enema, substituted spirits of camphor for camphor water, and the patient died, this substitution cost the druggist $2500 and the costs of the lawsuit. Neither will the fact that the medical treatment was negligent after the administering of the medicine be any defense.

"CONTRIBUTORY NEGLIGENCE."

There is a further defense which is available to the druggist even though he may have been negligent himself, and that is the negligence of the person injured, which in law is known as "contributory negligence." The mere fact that the person, in purchasing a medicine from a druggist, did not examine the label on the bottle, nor the fact that the purchaser noticed that the drug, when mixed with other ingredients, was suspicious in its actions, is not sufficient to show contributory negligence on the part of the purchaser as a matter of law, but would be strong arguments to present to a jury.

An interesting case of "contributory negligence," as the lawyers say, or, in common language, of the blame being on "the other fellow," occurred in Illinois. A customer was accustomed to leave a bottle every morning or so during an attack of "grip" at the drug store for "rock and rye." One morning a young lady came in with a prescription for alcohol and corrosive sublimate; this was filled, labeled, wrapped up, and left on the shelf with the young lady's name on the wrapper. That same morning the rock-and-rye customer forgot to leave his bottle, but came in later in the day when another member of the firm was in the store, demanded the bottle prepared for the young lady as his, and was greatly injured later by drinking from it. But he had to suffer for his own mistake, and the druggist enjoyed the luxury of a lawsuit, victorious but profitless. So, too, in an Iowa case where a purchaser helped himself to a dose from the druggist's container while the druggist was in the act of wrapping up the quantity sold, even though the druggist said the amount the purchaser helped himself to was a proper dose, it was held that the customer could not recover against the druggist unless he could satisfy the jury that he himself was not negligent.

The fact that the druggist has the reputation of being a careful, prudent man in the handling of drugs is no defense if he makes a mistake negligently.

A pharmacist must keep his utensils clean, and if through his neglect in this respect a poisonous or injurious drug becomes mixed in a prescription in compounding, he must pay for any damages resulting. In Kentucky a firm of druggists, in putting up

a prescription of Peruvian bark and snake root, used a mixer which had not been cleaned after putting some cantharides through it. The customer took the medicine, was badly injured, and the druggists paid for their negligence nearly twelve hundred dollars.

THE DANGER OF PLAYING TRICKS.

is pretty well illustrated by the experience of a North Carolina druggist, who, at the request of a customer, dropped croton oil on a piece of candy, which the purchaser gave to another person. The latter ate the candy, to his serious inconvenience and injury. The druggist knew, or had reason to believe, that the dose was intended for this person or for some one else as a trick and not for medicinal purposes, and he was held guilty of assault and battery; he would also have been liable to damages, had the point been pressed. The rule laid down was that in order to have the act constitute an offense, it was not necessary that the dose should be a poisonous or deadly one, but only that it should be an unusual dose likely to produce serious results.

If the prescription of a physician is so illegibly written that a druggist, notwithstanding the exercise of ordinary care, makes such a mistake in mixing the ingredients as to cause or hasten the death of the patient who partook thereof, the druggist is not liable in damages.

THE AMOUNT OF DAMAGES.

There is no certain standard by which the damages recoverable may be measured, the amount being within the sound and reasonable discretion of the jury; and it has been held that they may be more or less exemplary or otherwise as the circumstances of the aggravation or extenuation characterizing each particular case may reasonably require. In an English case a druggist sold some ointment of small value and was held liable for a sum of 2000 pounds and upward, although, as the court observed, it was hard that a man who had made only a profit of a few pence could be made to respond for so heavy a loss.

In conclusion, it may be observed that the importance of this subject to the practical pharmacist cannot well be overestimated, when one stops to consider the injury to trade and professional reputation, which are far more valuable than even the large amount of damages sometimes recovered.

COÖPERATION AS A WATCHWORD.

By W. LESTER MacFADDEN.

Conduct your business dealings with physicians with the constant thought of coöperation. Let them see, through your persistent efforts, that you are working in their interests. To this end I may suggest that you make them feel at home when they come into your store. It would be a good business asset if you maintained a small but pertinent reference library and placed it at their freedom—not a complete medical library, for that they have, but a few selected medico-pharmaceutical works, such as a progressive pharmacist would have for his own use. Pharmaceutical and medical journals would complete the feature. Whether you set apart a curtained table with writing material, etc., for this department, or make physicians welcome in your own office, is a matter of choice and store room, although the first arrangement creates a better impression.

Unconsciously offense may be given by sending an inquiring patient to some certain doctor. It is a delicate point, and is best obviated by keeping a physicians' directory to which to refer them. I would like to think it unnecessary to dwell on the repulsive practice of paying a percentage, or the equally ill-chosen habit of allowing certain favored physicians the freedom of your files, or like liberties, and shall dismiss it granted the vilest practice you can follow.

Another way to show your interest in the physician's success (and bear in mind his success means business for you) is to keep him informed on pharmaceutical matters that bear on his work. Advise physicians of improved ways of administering medicines, keep them apprised of new remedies, and do not "hem and haw" when they ask you to stock an ounce of some new 90-cent synthetic for them to try. Get it, and let them all know you have it; it will not stay dust-covered on your shelf very long. What if you do lose on one occasionally! What if you were to lose on half of them! It would even then be well to watch for promising new remedies and bring them to their notice. Physicians all have their favorite remedies and combinations of remedies; in fact, you can often recognize the doctor by his prescription. May not the discerning take a cue from this? Show physicians a brilliant and finished pharmaceutical preparation with formula of a product made up after their prescriptions, offer to supply

it whenever they direct, and you will compliment them to your own gain.

Whether it be an elixir, a syrup, an ointment, some tablet, or what not, get their business! Ascertain what tablets they use in their office practice and supply them yourself; offer to make up for them special formulæ; show them some formulæ of your own. This is what I mean by working in their interests. Of course you do not expect retail prices for these goods, neither does any jobber or manufacturer; if you did you would get rich too fast. Your chief profit comes from the good-will you create, and this will send business your way.

There is a phase of the business that is taking on a just importance—the matter of urine analysis. Physicians do this work themselves or not, as their practice allows and their inclination directs. For those who do, well and good; it is proper they should. But there are many who do not; there are many others who would not if they had some one at hand to do it for them; and here is the chance for the pharmacist. He must be competent, which rests with himself nowadays; but let him be known as one who can do this work faithfully and accurately, and he has a good avenue of profit open to him. He makes his charges and his profit on them, but his profit does not stop there.

There are a host of smaller considerations that bear upon this important subject; they are recognized truths and hence not discussed. You must be sincere and scrupulous in maintaining the quality of your work. You must stock the finest brand of chemicals, etc., or else satisfy yourself by proper examination that what you buy is suitable for use on a human life! *Do not be afraid to reject goods.* One of our largest manufacturing houses has an annual outlay of thousands of dollars directed solely towards satisfying itself of the integrity of its products and the fitness of materials for the manufacture of those products.

I could multiply these comments indefinitely, but the general advice of coöperation and good-will is what I desire to drive home. Each pharmacist has his own conditions and smaller opportunities that need but this spirit to put them into vigorous action. The field is there.

WHYS IN PHARMACY.

A Much-prized Feature of the Bulletin Renewed—The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 15 of the January* BULLETIN.)

Why does oil of cajuput have a green color? When first distilled it contains some chlorophyl, but after rectification it is colorless. If the colorless oil is allowed to stand in copper containers it becomes green, due to the solution of a little copper. This copper can not be detected by ammonia, as ammonia does not give the characteristic blue color.

Why is oil of lemon obtained by expression rather than by distillation? The flavor is rather finer when obtained by expression.

Why should about five per cent of alcohol be added to oils of lemon, orange, and bergamot as soon as the retailer opens the containers? These oils change very quickly, acquiring a turpentine odor and taste. Alcohol preserves them.

Why do different oils of peppermint vary in their solidifying points? The solidification depends on the proportion of menthol present, and this varies with the oil.

Why does oil of patchouly have a musty odor? Before the leaves are distilled they are piled in heaps and allowed to undergo some degree of decomposition.

Why do oils of pimenta, cloves, and bay have a somewhat similar odor? They all contain a large proportion of eugenol, to which the odor of the oils is largely due.

Why is oil of rose solid in cool weather? It contains a hydrocarbon which has a comparatively high liquefying point. This hydrocarbon is not the odorous principle, although its presence is taken as an indication of the purity of the oil.

Why is black mustard macerated with water for some time before distilling the volatile oil? In order to allow the ferment to act on the glucoside sinigrin, forming the oil.

Why does oil of turpentine become acid? It slowly resinifies, forming abietic anhydride, which

is acid to litmus when dissolved in alcohol. Other acids, such as formic, acetic, and carbonic, are probably also formed.

Why is lime used in rectifying oil of turpentine? It neutralizes any acid and renders it, as well as the resin, less volatile.

MISCELLANEOUS WHYS IN CHEMISTRY.

Why are some samples of pepsin more hygroscopic than others? Peptone, present in pepsin as an impurity, is the main factor in making it hygroscopic. The purer the pepsin the less hygroscopic it is.

Why does lead acetate generally make a turbid solution with water? The lead salt frequently has some carbonate present which it takes up from the air. Water also is apt to have some carbon dioxide, and, unless distilled, some sulphate also.

Why is potassium bicarbonate used rather than the normal carbonate in making potassium hydroxide? It is purer.

Why is the solution of potassium hydroxide evaporated in metallic vessels? Because glass or earthen ware is attacked by alkalies, forming soluble silicates.

Why are green glass bottles better than flint bottles for containing potassium hydroxide? The green glass is not so readily attacked as the flint.

Why, in testing potassium hydroxide for soda, is enough tartaric acid added to exactly neutralize the solution and then an equal amount of acid added later? By the first addition of acid the hydroxides of potassium and sodium (if the latter is present) are converted into normal tartrates. The second portion of acid converts them into acid tartrates, the acid potassium tartrate being precipitated, and the sodium acid tartrate left in solution. Alcohol is used to throw the potassium salt out more completely.

Why is a warm mortar directed in making potassa with lime? Potassa is hygroscopic, and heat prevents the absorption of moisture while mixing.

Why should a higher heat than just enough to cause chemical reaction be avoided in making sulphurated potassa? High heat tends to the formation of potassium sulphate.

Why must sulphurated lime be protected from air? To prevent the absorption of moisture and oxygen which will change it to a sulphate.

Why should the filtrate remain clear after triturating 1 Gm. of sulphurated potassa with 1 Gm. of copper sulphate and 10 Cc. of water, filtering and passing hydrogen sulphide into the filtrate? Getting a precipitate with hydrogen sulphide shows that there is not enough of potassium sulphide present to precipitate all of the copper, and that the sulphurated potassa does not contain the required amount of sulphides.

Why is acetic acid used in excess in making potassium acetate? If alkali is in excess the salt is apt to be colored.

Why is potassium acetate heated in estimating it? Heat converts it into the carbonate, which can be estimated by a standard acid solution.

Why is methyl orange preferable to phenolphthalein and most other indicators in titrating a carbonate? It is not affected by carbon dioxide.

Why is potassium bicarbonate purer than the normal carbonate? The carbonate is quite strongly alkaline and dissolves silica. In passing carbon dioxide into a solution of carbonate it changes the normal carbonate to the bicarbonate, precipitates the silica, and the bicarbonate can then be crystallized.

Why does potassium carbonate occur in granular form? It is deliquescent and not easily chrystallized, and in the granular form it is more permanent.

Why is acetic acid used in testing cream of tartar for calcium tartrate? Acetic acid makes the calcium salt more soluble while it has but little effect on the potassium salt.

Why is charcoal used in making potassium bromide when it is made by the direct combination of bromine and potassium hydroxide? While most of the bromine combines with the potassium to form potassium bromide, about a sixth of it forms potassium bromate; and heating the bromate with charcoal reduces it to the bromide salt.

Why does the addition of dilute sulphuric acid to potassium bromide, resulting in the getting of bromine, indicate the presence of a bromate, since dilute sulphuric acid does not liberate bromine from either a bromide or a bromate? Sulphuric acid liberates hydrobromic acid and bromic acid, and these react on each other, liberating bromine from both.

Why does the U. S. P. allow potassium bromide to be slightly alkaline? The presence of a small amount of carbonate prevents the liberation of bromine.

Why is a solution of ammonium molybdate of no service in testing potassium hypophosphite for a phosphate as an impurity? The ammonium molybdate solution contains free nitric acid which would oxidize the hypophosphite to a phosphate, and thus a test would be obtained though a phosphate may not have been there originally.

(*To be continued.*)

A HANDY TESTING CLOSET.

A Home-made Device—Small in Compass and Convenient in Arrangement—The Work of Testing Greatly Facilitated.

By W. A. DAWSON.*

A sketch shown herewith illustrates a convenient arrangement for keeping together the reagents and apparatus for pharmaceutical testing. The closet may be of any convenient size to fit into any available space, or it may be made to fit into a wall section by having it of such a size that it will fit into the shelf space of a section that has had the shelves removed for that purpose. In the latter case it had best be made with two doors, as the closet would be too wide for a single door, the standard size of wall sections being five feet long.

As it will need to carry no great weight,. the closet may be lightly constructed; the outside of five-eighths or three-quarter-inch pine, and the shelves of half-inch. The construction is so simple that it is hardly necessary to call upon a carpenter to build it if one has the time to devote to it.

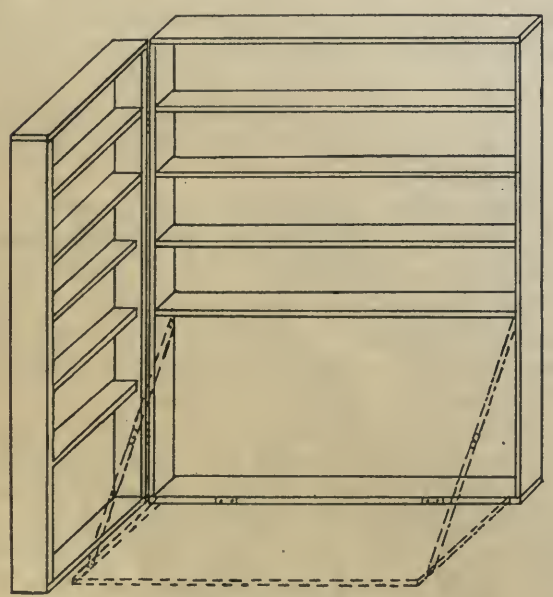


FIG. 1.—Testing closet.

The broken lines in the sketch indicate a board of the same thickness as that used for the outside of the closet. This is hinged to the lower edge of the closet, and when the door is opened, drops down and forms a working board, being held at a level by two long steel cover holders similar to those used on trunks to hold the top of the trunk up. This board is square in shape, of the dimensions of the inside width of the closet, a sufficient number of the lower shelves on the door being made an inch narrower to allow the door to close tightly when the board is folded up. The inside of the closet should be painted a dead black to prevent actinic action on its contents.

The closet which I have in use is fitted up with a set of four-ounce reagent bottles containing the reagent solutions of the Pharmacopœia, together with other necessary chemicals, in their original containers.

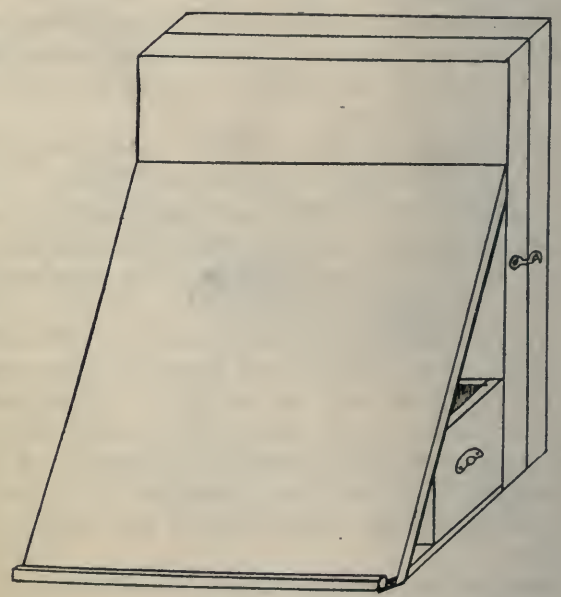


FIG. 2.—Testing closet.

The apparatus consists of a rack of test tubes, 3 to 10 inch; a Florence flask of 50 Cc., one of 100 Cc., and one of 200 Cc.; a nest of beaker glasses; a small precipitating jar; two 100 Cc. conical glasses, for urine testing; a 10 Cc. and a 100 Cc. graduate; watch-glasses of assorted sizes; microscope slides and cover-glasses and turn table; an alcohol lamp; a chemical and a floating thermometer, urinometer, specific gravity beads, etc.; the tubes and test glasses used in urine testing, and the brushes to clean them with, being kept separate from the others.

*Condensed from a paper in the *Druggists Circular*.

The closet holds everything used in ordinary testing, except the miscroscope, hydrometer, alcoholometer and their jars, and the burettes; these things being too large to conveniently go in the closet. They are kept on a table in front of it, so that the operator may reach them by turning about on his stool.

With so convenient an arrangement as this, testing is not a trouble, but a pleasure. There is no running about to gather together the necessary materials and apparatus for an operation; the operator sits down on a revolving stool, opens the closet door and pulls down the working board, and there is everything he needs right under his hand. An added convenience, but quite an expense, is to have the table on which the microscope and burettes stand a revolving one. Or, if the closet be a large one, it may be made to contain everything, enough shelves being left out of the lower part of the closet to accommodate the hydrometers and microscope, and the burettes fastened to brackets that will swing outward when in use, the brackets being fastened to a shelf and the shelf cut away enough to allow the burettes to be folded back far enough. A Bunsen burner may be attached to a gas-pipe run into the closet by a long piece of rubber tubing, so that it may be drawn out to any part of the board when in use. For ordinary test-tube work I prefer the alcohol lamp; it is a little slower, but that is just the reason why I prefer it.

I do considerable urine testing for physicians, and this closet has saved its cost many times over in the time saved on this work. Physicians generally want prompt reports, and with this arrangement it takes little more time to test for albumin (three tests) and sugar (two tests) than it does to put up a troublesome prescription.

On the outside of the door of this closet I have built an easel for lettering labels, show cards, and signs, as shown in a second figure; the drawer at the end holds the paints and brushes, mahlstick, etc. When in use, the drawer is drawn part way out, bringing the jars of paint to the most convenient position for work, just under the right hand.

The combination of business and science in this closet seems peculiarly symbolic of modern pharmacy.

THE USE OF LOCALS.

Several correspondents have recently asked whether locals or display ads. were the better form of advertising. If the proper conception of advertising was generally held such questions would not be asked, because each has a different mission. It is a good deal like asking whether a newspaper should be made up of locals or extended news items.

Advertising is business news, but this news is of such variety that it must necessarily be told in different ways. Locals are essentially a supplementary form of advertising. They are reminders. They chink in throughout a general advertising campaign, and answer well enough for the story that can be told in a few lines. If you will rack your brains you will be unable to name one large commercial success that has been built by use of local advertising alone. This is not evidence that locals have no value, for they have, but their value is definitely limited. Imagine, for instance, John Wanamaker or Marshall Field advertising his store by means of locals and the absurdity will be apparent. They have news that must be told in a different way. Every drug store has the same sort of news, an endless amount of it. There is not a small cross-roads druggist in the country who could not fill a page every week with just such news if there was business in sight to justify it. No retailer can possibly do his stock justice unless he uses ample space somewhere —in newspapers or circulars—in which he can give all the facts in regard to his goods and the reasons which exist for their sale. Display space is the place for such facts. Locals can be used with advantage as supplementary advertising, to remind people of seasonable goods, to din some concise fact into them, or as a general reminder of the existence of a store.

There are many other points to be considered relative to the use of locals. If the paper is full of them, their general value is decreased. If business locals are grouped by themselves and not interspersed with news they have very little value.

The cost is also to be considered; many papers that sell display space for one-third of a cent a line will charge five cents a line for locals, which is out of all proportion, relative value considered. The safe rule when in doubt is to stick to display advertising. If you cannot get results by sticking to that method there is something the matter with your ads. or your store.—*American Druggist.*

SELECTIONS.

THE CAUSES AND TREATMENT OF HEADACHE.

There are many causes of headache, and of these but three or four are very common ones, and are so very unlike that any one who stops to think can see how illogical it is to resort to the same "headache medicine" to cure them all. The great number of headache powders, tablets, and wafers offered for sale with hardly an exception derive their results from the same ingredient—acetanilid. This is made from coal tar, and like most drugs of similar origin must be used with care, since it unfortunately has a depressing effect upon the heart. Its occasional use may be justified for the relief of severe pain, but it is more rational to treat headaches according to the causes which produce them. By so doing a real cure may be effected, while the repeated use of the acetanilid preparations can work no lasting good and often produces irreparable harm. Of these causes the first is

EYE-STRAIN.

This is a much more common cause of headache than is generally supposed. A distinguished oculist estimates at least 40 per cent of all headaches are due entirely or in part to this factor. While this may be an overstatement, the aggregate number is undoubtedly very large. In a person whose vision is defective any occupation requiring prolonged or close application of the eyes is likely to have this result. The pain is most frequently located in the forehead, eyes, or temples, and it usually appears at a regular period after the exciting cause; this may be minutes or hours.

The only logical treatment is, of course, to secure a properly fitting pair of spectacles. To secure relief from the pain a simple and effective method of treatment is the use of very hot or cold water applied on a dripping towel to the closed eyes, forehead, and temples. A little of the following lotion added to the water or rubbed gently upon the skin adds to the relief:

Spirit of lavender	3 drachms.
Alcohol	3 drachms.
Spirit of camphor	1 ounce.

INDIGESTION.

The various forms of acute and chronic indigestion subject their sufferers to frequent attacks of headache. The logical treatment is, of course, to adopt an appropriate dietetic régime—but that after all is easier said than done, and does not cure the headache if you have one. This headache is often associated with flatulence and with constipation; indeed, in most cases the absorption of poisons from partially digested and decomposing food is the direct cause of the pain. The first thing to do therefore is to "clean out" the intestinal tract with a quickly-acting laxative. A Seidlitz powder or a bottle of citrate of magnesia sometimes acts like magic. Before you resort to your favorite headache powder try the following to neutralize the acidity of the stomach and check fermentation:

Potassium bicarbonate	5 drachms.
Tincture of ginger	5 drachms.
Chloroform water, enough to make	4 ounces.

Take a teaspoonful of this mixture when necessary for sour stomach.

"Biliousness" is often relieved by a daily morning dose of a heaping teaspoonful of the effervescing phosphate of sodium.

SICK-HEADACHES AND THEIR CAUSE.

Medical men are now generally agreed that sick-headaches are due to the presence in the blood of substances which are taken in excess with certain kinds of food, or are retained on account of deficient urinary excretion. The foods that contain these are principally the lean meats, and especially the red meats, as beef, mutton, etc. Tea and coffee are also very rich in these substances. People subject to sick-headaches should be very careful in diet and eat very sparingly of this class of food. Milk, the cereals, and

A HAWAIIAN PICTURE.—This is kindly sent in to the BULLETIN by one of our Hawaiian readers—Mr. Harry L. Shaw, of Hilo, manager of the Hilo Drug Co. It shows a Japanese fishing boat and an island in Hilo harbor—Cocoanut Island. This is Hilo's bathing resort. An interesting letter from Mr. Shaw, describing the practice of pharmacy in Hawaii, was published on page 435 of the October BULLETIN.

fresh vegetables are best. The digestion should carefully be attended to, and constipation should not be permitted. Dr. Haig, of London, who made a very careful study of this subject, found that salicylate of sodium served best to rid the body of these uric acid bodies. It should be taken in 10- to 20-grain doses in water, with a few drops of aromatic spirit of ammonia, at the very beginning of an attack.

NERVOUSNESS.

The nervous headache is a curse of American womankind and of overworked business men. It is one of the symptoms of nerve exhaustion. The sovereign remedy is therefore rest—rest in bed, if possible, in a quiet, darkened room. In connection with this the application of the fomentations and lotion recommended for the headache of eye-strain will be found useful. Nervous people are inclined perhaps more than any other class to resort to anodynes, and with the most disastrous consequences. A mild sedative, with the simple measures already suggested, is usually all that is really necessary. Try this:

Sodium bromide ..... 5 drachms.
Elixir ammonium valerianate.... 4 ounces.

A teaspoonful in water, repeated in one or two hours.

To really secure permanent results, give up for a time the nervous tension, get away from it if you can, and build up your strength with a liberal diet.—*Western Druggist.*

AN INJUSTICE FOR THE N. A. R. D. TO CORRECT.

There is one principle of the N. A. R. D. which must be either greatly modified or entirely eliminated before the organization can hope to obtain the confidence and respect of all branches of the trade. The chief means for bringing pressure to bear upon the cutter has been and is still cutting off sources of supply. This has been accomplished by requesting jobbers and manufacturers not to sell goods to persons designated by officers of the association. Whether the request thus made receives any attention or not depends almost wholly upon the goodwill of the firms to whom it is made. The result has been that the true friends of the druggists have consistently refused orders when requested to do so, while selfish and unscrupulous dealers have eagerly accepted these same orders, thus augmenting their own trade and profits at the expense of their more honorable rivals. Jobbers are familiar with this injustice in the proprietary trade—in fact, it is the chief cause of the sneers and contempt for the tripartite agreement so common in this city. Those who kept their agreement did so at their own expense, while their rivals disregarded all promises with impunity, and often with great profit. The new plan is expected to remedy this defect as far as proprietary medicines are concerned, but no provision has been made for relief from the same injustice in the trade in chemicals and staple pharmaceuticals. The manufacturers of pharmaceuticals and chemicals have nothing to do with price-cutting on patents, but they have also been requested to aid the N. A. R. D. by withholding supplies from cutters. Some of the druggists' most sincere friends have promptly responded to the request, and in so doing have practically turned over to their rivals a valuable portion of their patronage. No one can fail to see that a policy of this kind is intolerable and impossible. Either the N. A. R. D. must make sure that its requests are honored by all dealers, or no requests should be made. If friendship for the organization brings only trouble, expense, and loss of trade, even the association's most loyal friends will soon learn to consign all requests to the waste basket. —Editorial in the *Pharmaceutical Era.*

ANOTHER HAWAIIAN PICTURE.—This illustration, like the one on the opposite page, is sent in to the BULLETIN by Mr. Harry L. Shaw, of Hilo Hawaii. It is a photograph of a Japanese Shinto Temple in Hilo.

WINDOW ADVERTISING: POINTS TO OBSERVE.

Next to a store paper, the best advertising trump-card which the city druggist has is his window. He has only just begun to realize this, and the consequence is that window advertising is now rapidly becoming an art. This is a kind of advertising which costs practically nothing except time and patience, and which can and should be made to yield large and handsome returns. The city druggist who does not realize this is simply a back number of the worst mossback variety, and does not deserve to be rescued from his oblivion. The store paper goes with your message to people in their homes; the window reaches people in the street, stops them, holds their attention, attracts and interests them; and either sends them in to buy the thing displayed or keeps you and your store in mind so that it is thought of when that thing, or some other thing, is wanted.

It is quite beyond the scope of this article to go into the subject of window displays in detail, and describe possible designs. Descriptions are frequently published in all the drug journals; there is no dearth of good ideas to grasp and use. It will suffice here if I point out certain principles which should be held in mind in all window advertising:

1. It seems quite superfluous to say that the windows should be first of all scrupulously clean and neat, and yet so many windows are anything but this that the advice is rendered necessary.

2. The designs should be changed frequently. A design, unless unusually attractive, should never be allowed to remain in the window over a week at the most. If people see the same thing every time they pass the store they soon cease looking; if they see something new every few days they get into the habit of stopping to see what you have.

3. Put only one thing, or one class of things, in the window at a time, and concentrate interest on that. A window display should be like a picture; it should tell a definite story and create a definite impression. There should be one central idea, otherwise only confusion results, and the observer carries away nothing with him that will cling to him.

4. Make the display attractive. Put crêpe paper on the floor of the window so as to convey a rich effect. Do not hesitate to go to some expense and trouble if the design calls for ornamentation. Make the best possible design you can. It is poor policy with window advertising to go half-way, to do anything which is merely "good enough." It should be *the best* you can do every time.

5. Always put a price mark on goods displayed in the window. *Never omit this.* The man who puts no price tag on his window goods loses half the benefit of his ad., for people always want to know what a thing costs before they buy it, and they will not, as a rule, come into the store and ask the price.

Realize thoroughly that in your windows you have a chance to go right out into the street, buttonhole the passers-by, tell them of something you sell, and so please them that they will remember who you are, even if they do not buy anything. It's a fine opportunity; don't miss it!—Portion of an article by DAVID R. DORN in *Merck's Report.*

VIOLET WATERS.

Courage fails me to attempt to discuss this vague and fickle thing. It contradicts all that was said about the refreshing qualities of a toilet water and the use of musk. It aims to be as *unlike* the flower as possible, hence its diversities are legion. Violet is a delicate odor, but the public wants something vehement and colored green. Why it should be green they do not know, but if it is green they know what is in the bottle after the label has been washed off. It is the almost numberless variety of odors that pass for "violet" that discourages comment. It would not be mentioned in this paper were it not that the wide-spread demand must be recognized. This paper might be considered fatally deficient were it ignored.

Violet extracts and waters may be divided into two classes—those made of ionone and those which depend upon a combination of rose, bergamot, and sandalwood for a vague suggestion of violet. The only point of agreement is in the use of sandalwood and musk. Sandalwood is prominent in most of the violet perfumes, and some contain quantities of musk (artificial or natural) far above what is commonly employed in perfumes. Plainly, "violet" is not adapted as a refreshing toilet accessory for persons not in vigorous health.

The combination containing ionone may have a suggestion of the real violet odor. Ionone itself has a delicate odor and a quality which can only be described as "thin," and it resembles the odor of violets only in part. It needs something to fill it out and give it "body" to become acceptable as a perfume. The most convenient single agent for this purpose is sandalwood, and the more of this the perfume contains the more certain is the user that "something smells." Ionone, though thin, is very extensible. Doubling the quantity does not double its apparent

power. The art of its use lies in properly developing and backing it in a mixture. So almost any of the heavier and more prominent odors can be, and probably are, used in its combinations.

The following resembles in a general way a number of commercial violet odors, but it will never be mistaken for a bunch of violets:

Ionone (commercial solution)	ʒij.
Oil of sandalwood	ʒiv.
Oil of neroli	ʒj.
Oil of bitter almond	min. viij.
Oil of spearmint	min. xv.
Heliotropin	ʒj.
Musk (artificial preferred)	gr. ij.
Tincture of civet	ʒiv.
Water	Oij.
Alcohol	Ovj.

Cost about $4.75 per gallon.

Violet, more than any other odor, needs time to develop. Ionone disappears entirely when first added to alcohol, but after a few days it begins to show its presence, and it continues to develop for some time. Most of the published formulas direct excessive quantities of ionone, and the result may be unsatisfactory, while the cost is prohibitive. Oil of orris may be used in place of ionone, using about eight times as much.

In some of the popular "violets" the rose odor is very prominent, and combinations with rose are almost as prominent as ionone mixtures. In the cheaper grades rose geranium is used in place of rose, and the following is typical of this class, but the rose odor does not predominate:

Oil of sandalwood	ʒiv.
Oil of bergamot	ʒiv.
Oil of rose geranium (Algerian)	ʒj.
Oil of neroli	ʒj.
Oil of bitter almond	min. xv.
Musk (artificial or natural)	gr. j.
Tincture of benzoin	ʒiv.
Powdered orris root	ʒij.
Water	Oiij.
Alcohol	Ov.

Macerate thirty days and filter.

Cost about $2.20 per gallon.

The samples are colored with just a trace of green dye—not enough to leave a stain.

The second mixture is, in some respects, so incongruous and contradictory that it, too, needs a number of weeks to blend. Oil of rose (in smaller quantity), in place of oil of geranium, will make a softer and more fragrant water.

Finally, remember that all perfumes require time to blend and ripen. Six months should be allowed for blending whenever possible. An economical way of securing a constant stock of well ripened waters is to blend the oils in quantities, one to a dozen years in advance, without alcohol, and then when the cologne or toilet water is wanted, add the proper quantities of oil mixture to the alcohol and water and set in a warm place for three to six weeks. Then it will be found ready for use.—Portion of a paper read by PROF. WILBUR L. SCOVILLE before the American Pharmaceutical Association at Philadelphia.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

Fatal Case of Mandrake Poisoning.—

A fatal case of mandrake poisoning is reported by A. W. Buck, M.D., in the *Boston Medical and Surgical Journal:* The mandrake powder was given by mistake for compound licorice powder; a teaspoonful was taken in a little water by the deceased, who was a healthy married woman of 31. Violent vomiting and purging quickly followed and lasted for about seventeen hours; it was controlled finally by bromide of soda, bicarbonate of soda, and syrup of ginger, given in a little water. The woman died about twenty-four hours after taking the powder.

Scopola Graft on a Tomato.—

According to E. Daniels in the *Comptes Rendus* it is possible to revive a plant when in a senile condition by grafting it on young vigorous stock. His experiments were made with old scopola plants (which have blossomed and are withering about the time the tomato begins to grow) grafted upon young tomatoes, with the result that the senile scopola plants revived, budded, sent out new leaves, and in one case blossomed again.

Strophanthus Root.—

It has been reported that Karsten has had an opportunity to examine the root of *Strophanthus hispida,* and has found that the root contains the same constituents as the seed, viz., trigonelline, choline, and a small proportion of strophanthine; the latter is found in such a small proportion, however, that there is no likelihood that the root will ever be substituted for the seed. The cross-section of the root shows a grayish cortex covered by a thick brown cork; when sulphuric acid is applied to the former it gives rise to an evanescent bluish-green color.

LETTERS.

THE CANADA DIRECT-CONTRACT AND SERIAL-NUMBERING PLAN.*

To the Editors:

I have before me your letter of the 15th. Let me say that in any price-restrictive scheme *identifying marks are an absolute essential.* Numbers are the simplest and most effectual marks. Goods can then be traced through an indefinite number of hands, so that the third, fourth, or fifth man can be reached if necessary. But to go back, the contract *must first be perfect.* It must be a double-barreled affair, binding the signer first to a fixed price, and secondly, limiting him in his sales to only those persons who have also signed a contract. By this plan goods cannot go for distribution beyond a contracting party. Should the goods be found in the hands of a party not under contract, however, the numbers on the bottles would indicate the source from whence procured; and the party thus found supplying them would be amenable to law for violation of a contract, *with consideration.*

Both in Canada and in the United States an action for such an offense can be taken to the superior court, where expenses are high and a verdict certain. One action of this nature is generally sufficient to deter a jobber from repeating the offense, and but little disturbance can be caused by the most aggressive cutter by one lot of goods. So that the question of what can be done when goods pass beyond the parties to the direct contract requires but little consideration; *go after the fellow who allowed them to pass* and you will mighty soon close that avenue in an effective manner! In Canada the whole matter has been simplified by an injunction secured, restraining a dealer from in any manner mutilating a package or offering a package for sale except in the identical condition in which it was received from the manufacturer.

As I before remarked, the prime essential is a *perfect contract,* allowing no loopholes through which the offender may escape. The perfecting of our plan occupied a period of over three months, and so carefully was every eventuality provided for that in all four actions taken against offenders there never was a moment's doubt as to the ultimate result; and in each case the defendants' solicitors advised them that a verdict with damages and costs was a foregone conclusion. In the matter of numbering I may say that we have found it sufficient to number in dozens, viz., the first dozen packages were marked No. 1; the second dozen No. 2; and so on up. These numbers must be carried from individual packages to dozen packages, and so on to the case, for the purpose of billing by the jobber.

There is absolutely no attempt now at cutting ozone in Canada, and there have been only two isolated cases of cutting on "Pierce's" goods. In these two cases a stock of numbered goods was on hand. Both departmental stores in Toronto are selling at full prices.

The only way, then, to get at your "third" man is to stop his supply and put him out of business!

G. E. GIBBARD.

Toronto, Ontario.

*See editorial comment on the plan and on this letter elsewhere in the present issue of the BULLETIN.—THE EDITORS.

AN EDUCATIONAL SARSAPARILLA EXHIBIT.

To the Editors:

Let me describe a Sarsaparilla window which proved quite a success. In a word, we intended this to show the various ingredients which enter into the composition of our Sarsaparilla, and as well the method of its manufacture. It was an educational exhibit and attracted the attention of the passers-by to a very large extent.

In the center of the window on a paper we placed a considerable quantity of the solid ingredients of the Sarsaparilla, all mixed together. On it was a card reading: "ALL MIXED AND READY FOR PERCOLATION." Then, on smaller slips of paper, we placed small quantities of the different drug ingredients separately, putting on each a card giving the name of the substance. These papers were arranged along the front of the window floor in such manner as to extend all the way across, leaving spaces between them in which were placed bottles of the finished product.

Next, we put a percolating apparatus in position and proceeded to percolate the next batch of Sarsaparilla. In order to continue the process for some days, during the maintenance of the display, we simply used colored water as a menstruum after the drug had first been exhausted, closing the orifice of the percolator at night and starting the process again in the morning. To the percolating apparatus we attached a card reading: "THIS IS THE PROCESS OF PERCOLATION." In the remaining corner of the window we placed a large placard containing this legend: "AN IDEAL SPRING MEDICINE FOR THE BLOOD—BLANK'S SARSAPARILLA COMPOUND.

CENTS A BOTTLE; 3 FOR $2.00." On each side of the mixture of solid ingredients in the center of the window we placed a two-gallon bottle labeled as containing the Sarsaparilla, but really containing water so colored as to imitate the product. Bottles of the finished product, scattered about the window, completed the display.

I may conclude by saying that the sales of our Sarsaparilla were much stimulated by this educational display. EDWARD A. GOLTZ,
of the Colonnade Pharmacy.

St. Paul, Minn.

EDUCATED FLIES IN PHARMACY AND MEDICINE.

To the Editors:

A small boy one day remarked to his mother that there was an educated fly on his father's desk. We all know what a curiosity such an object would be, and it is therefore not surprising that the mother hastened to the desk. She saw a fly which had no doubt fallen into the inkstand. It was dragging itself about on a sheet of paper and leaving a black, wavy streak behind it. Seeing nothing wonderful in this she asked her little son why he considered the fly educated. "Why, mamma, that fly must be educated because it writes just like papa!"

Now I do not know how many physicians and pharmacists write as this fly did, but judging from some of the writing I have seen in the past, I should say that there are a lot of poor penmen in the two callings. I once had an interesting experience with a physician who invariably wrote puzzles for prescriptions. I stood his hieroglyphics as long as I could, and one day spoke to him about it, being as diplomatic as I could. He took my suggestions in very good part, and the improvement in his writing was noticeable from that time. He afterwards admitted that he had simply been careless in the matter, and was wholly at fault. This simply goes to show that by means of a little tact we can thus correct an evil which is sometimes very pronounced and often even dangerous.

But this is not the only side of the question. It must be admitted that pharmacists are often wretched writers themselves. In writing labels some druggists use such fly-tracks that the average individual is absolutely unable to read them. We can write plainly if we want to, and that we should want to scarcely admits of dispute. Again, in numbering prescriptions some pharmacists are very careless. They should remember that a good many people make all of their 3's, 5's, and 8's the same way.

Another point is this: Never give out a copy of a prescription that is not well written. To have a word crossed out, or another word written illegibly, or to have the whole prescription other than neat, gives the patron a very bad impression.

This question of penmanship I regard as a very important one, and I think that we cannot instruct our clerks any too thoroughly in the matter. Physicians are not the only culprits by any means.

EDWARD C. HUFFMAN.

Denver, Colo.

ASSISTANCE GIVEN MR. HOPKINS.

To the Editors:

I notice that Mr. R. H. Hopkins, of Colo, Iowa, has in the last BULLETIN a formula for a tobacco cure. He asks for some assistance. It so happens that I have filled this receipt several times. The oxide of gold I have secured of the Mallinckrodt Chemical Works of St. Louis. The "inside bark of white wood root" is simply white poplar bark. It can be obtained of any jobber or crude-drug house. Brother Hopkins will find no trouble in mixing this receipt if he will use a No. 80 sieve and pass the mixture through it several times. Of course he must be sure to have the ingredients in a fine powder to begin with. FRANK P. ROBINSON.

Carrollton, Mo.

[NOTE BY THE EDITORS.—In behalf of Mr. Hopkins and our readers in general we beg leave to thank Mr. Robinson for his kindness in volunteering this assistance. His is an example we should like to see regularly followed by readers of the BULLETIN.]

BLESSINGS ARE POURED UPON THE OBSERVER'S HEAD.

To the Editors:

The Lamentations of Jeremiah are peans of joy compared with the grief and sorrow with which the Observer and "An Ambitious Reformer" complain in last month's BULLETIN because certain proprietors and clerks appear in shirt-sleeves. What an appalling crime! Far worse than substitution or a mistake in a prescription! Such a costume in winter, I admit, is certainly reprehensible and entirely unnecessary, but in the very hot days of summer it is actually refreshing to meet with a clerk who can so sensibly adapt himself to the circumstances of the case and avoid the torture of a temperature which makes life a burden. Of course, he can array himself in a light coat, but I fail to see how this is more becoming than immaculate shirt-sleeves.

The lady who will take her custom elsewhere be-

cause she is shocked at the sight of shirt-sleeves reminds me of the one who called upon Dr. Johnson, after the completion of his dictionary, and effusively congratulated him upon the absence of a certain naughty word. The Doctor bluntly said: "Ah, I see you have been looking for it."

W. G. GIBBS.

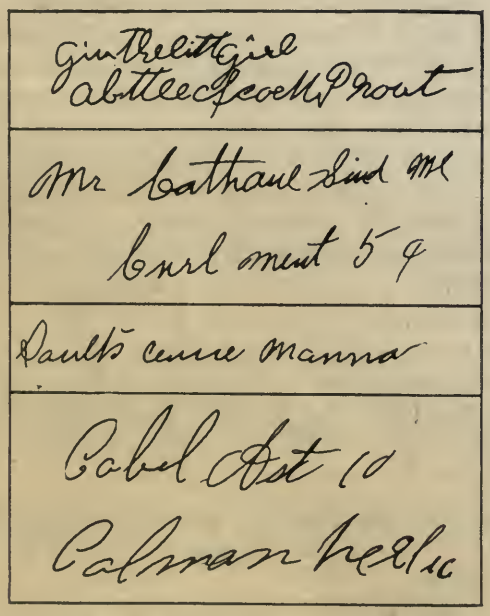
Detroit, Mich.

["The torture of a temperature which makes life a burden!" Strange, but the Observer never found this mundane sphere so hot a place. He hopes Br'er Gibbs isn't getting his punishment on earth for the sins committed in the flesh.]

WHAT DID THEY WANT?

To the Editors:

I send you four orders I have taken in recently. The first calls for swamp root; the second for mer-



curial ointment; the third for salts, senna, and manna; and the last for "carbolic acid, 10 cents," and "calomel healing powder, 10 cents."

E. W. CAWTHON.

Plateau, Alabama.

A BOY'S DESCRIPTION.

To the Editors:

Some time ago I had a call from a little boy for some Paris green. He could not remember the name of the article, but he had a vivid remembrance of the package which had been shown him by his father before he started out on the errand. Consequently, after vainly thinking for some minutes, he said he "wanted some of that stuff in a box with a picture of a man's head with a bone in his mouth."

FRED A. BROWN.

Marseilles, Ills.

A WINDOW FOR WASHINGTON'S BIRTHDAY.

To the Editors:

Here is a description of a window display which we used last year on Washington's Birthday: The floor of the window was covered with the Stars and Stripes; on one side was placed a picture of George Washington; on the other, a large pile of wild-cherry bark and a hatchet. In the center was a card containing the following legend:

> This is not the hatchet with which George Washington cut down the cherry tree, but this IS the cherry bark that we use in making Challenger's Cold-Cure.

The background of the window was made up of the cold-cure arranged in pyramids, with a large palm at either end. We consider this one of the most attractive displays that we have ever made.

THOMAS L. GRAVELL,
With E. Challenger & Son.

New Castle, Del.

THANKS, DEAR SIR!

To the Editors:

Having been a reader of the BULLETIN OF PHARMACY for some months now, I wish to put in my little word of thanks for the benefit and pleasure I have derived therefrom. I consider the BULLETIN a most useful and essential addition to every druggist's literature, whether he be old or young. It offers so many useful suggestions, and also keeps one in touch with what is "doing" about the country.

"ACETIC."

I want to tell you that of the many pharmaceutical papers coming to our pharmacy, no one is looked into with more earnestness and pleasure than the BULLETIN.

H. W. REUSSWIG.

Somerville, N. J.

* * *

I am very much pleased with the BULLETIN and shall be glad to receive it for another year.

N. L. ARCHER.

Barbados.

* * *

The BULLETIN is O. K. and up-to-date in every particular.

W. H. TRAINER.

Bangor, Me.

BUSINESS HINTS.

The Soap Display Which Repulsed a Buyer.—

"The Stroller," who now airs his humorous fancies in the *Southern Drug Journal,* recently printed this experience:

"I am a pretty old bird to be caught by chaff, but I came near to it the other day.

"It happened this way: I was going through a town on one of my trips and saw a window display of soap. Now there is a certain well-known brand of fine toilet soap which is known to be about the best of its kind ever made. On account of its great popularity its price is frequently pretty badly cut. The soap in this window that I speak of had the size of this soap, the shape of this soap, the color of this soap, was boxed like this soap. The price ticket bore a figure which tempted me. I was about to enter the store and lay in a supply of the fine goods at the low price for my own and my friends' use. Before doing so, however, I drew closer to the window to see if there was any trick about it. There was. The soap was not the kind I had supposed it to be. It may have been better—I don't know, but if it was it ought to have been able to stand on its own bottom.

"The druggist that made that display displayed a great deal more than the soap. He displayed his willingness to deceive the public.

"Perhaps he made money by it.

"Perhaps he didn't.

"Perhaps he lost the respect of some of his customers.

"Perhaps he didn't.

"I was not a customer of the store—had never been in it, in fact—so of course I don't count."

A Unique Ad.—

Advertising is for the most part so much alike that it is very desirable to get out of the beaten path whenever it can possibly be done with success. We have before us something out of the ordinary which strikes us as being pretty good—so much so that we are tempted to reproduce it for the benefit of our readers. It is sent in to us by R. R. Snowden, proprietor of the "Crescent Pharmacy," of Crescent City, Cal. Mr. Snowden informs us that the incident described in the ad. is not, as would be supposed, purely imaginary, but is a real occurrence. What makes the thing all the more amusing is the fact that one of the principals was an assemblyman and the other a clerk of the Superior Court! Here goes the ad., and our subscribers may read it for themselves:

TURNED THE TABLES.

Tom Berry grew tired of his old dog Tray, and thought he'd send him to the place where all good dogs go.

Jim McNulty said, "Tom I have a scheme that will make it painless, and you won't be harrowed by the sight of his lifeless form."

So they hied round to the Crescent Drug Store and asked Chemist Snowden to put up a package of the most terrible explosive known to science. With this and Tray to the woods they went.

Jim tied the cartridge on poor Tray's back, while Tom tied Tray to a redwood stump; they fired the fuse, then made tracks for safer ground.

They had timed the fuse for six minutes, knowing full well they were good for three miles in that space of time. But before they reached the one-mile point, flying like the wind, Tom yelled, "Jim, we are murdered men." For here came Tray like a streak of greased lightning, with the fuse playing "Yankee Doodle" on his back. Jim bawled "Stop, Tray! Now I lay me down to sleep."

Tom, catching the inspiration from Jim, screamed the first thing that came to his mind: "Lord make us thankful for what we are about to receive—Begone, Tray!" and on they flew. At six minutes they pulled up exhausted in Frantz's stable, and discovered that in their haste to get away they had neglected to attach the fuse to the cartridge.

What puzzled them now was how to get the thing round to the Crescent Drug Store without an accidental explosion. However, upon Jim's advice they borrowed a forty-foot rope, tied Tray to the middle of it, and Tom led at one end while Jim lagged at the other, thus keeping Tray at a safe distance from both on the way. Arriving at the Crescent, Tom squalled: "Snowden, take this diabolical thing off my poor dear dog before it demolishes him, as you know more about infernal things than any one else here!" But the druggist, calmly smiling, said, "Steady boys! It is only a box of my harmless Talcum Powder that cannot hurt the tender skin of a new born babe."

Well, neither Jim nor Tom has since been seen; but it is believed both will turn up on election day.

Yours lovingly,
SIMON SNIFFLES.

A Peculiar Advertising Idea.—

Here is a scheme which comes from Mexico! In that country, as the readers of the BULLETIN were told in an article on Mexican pharmacy which appeared in these pages some months ago, it is customary to give the patron a copy of the prescription which he brings in to have compounded. In view of this practice, the "Santa Clara Pharmacy" gives a prescription book to its best patrons. This is 4½ by 8½ in size, and contains perhaps 150 prescription blanks, each, of course, having at the top the business card of the Santa Clara Pharmacy. This book the customer then hands to the physician when being treated by him; the physician writes the prescription in it instead of upon a separate blank; and the book is afterwards sent or taken to the

pharmacy. The idea is that if the pharmacist gives the customer one of these books the latter is more likely to bring the prescription to that particular pharmacist than to some one else; and this applies to "refills" as well as to original prescriptions. For his own file, the pharmacist copies the prescription each time.

A Condition-powder Slip.—

Allen B. Judd, of West Hartford, Ct., prints slips, 3¼ x 5¼ inches in size, advertising his condition powders. These he puts in packages leaving the store—in the packages, that is, of people who are likely to be in need of condition powders. The paper is plain white, and the ink plain black; the text matter is as follows:

Condition Powders.

For HORSES, CATTLE, SHEEP and HOGS.

They are a sure and efficient cure for Coughs, Distemper, Affections of the Lungs, Kidneys, and Bladder; and they produce a fine glossy coat. These Powders are equal to the best on the market: They are my own make and are fully indorsed by high standing Veterinary Doctors. They are beneficial in the fattening of stock for the market; they improve the appetite and so hasten growth. For Epizootic, Hog Cholera, and a general Tonic, they will be found invaluable, being a great Blood Purifier. Price, 25 cents a package.

ALLEN B. JUDD,
PRESCRIPTION DRUGGIST,
WEST HARTFORD, CONN.

Displaying One's Own Remedies.—

If, says Charles L. Berry (*Pharmaceutical Era*), you have some remedies of your own (and every druggist should have) make frequent displays of them, one at a time. Suppose you have a dyspepsia tablet: fill your window with it, have a large card (22 x 28) as follows: "Brown's Dyspepsia Tablets will do what your stomach fails to do—Digest Your Food; 25c. a box." Bring the price out strong. A couple of small signs of this kind: "You'll like your wife better if you use these tablets,"—"A guaranteed cure for the blues," may be used to advantage. Then, too, most druggists have a toilet cream. If you have not, get yourself bottles and cartons and put up one. As soon as the frost begins to bite, fill up your window with the empty cartons; make a large gallon bottle full and put it in the center of the window. Put this sign in front of it, "Violet Cream—this is what it looks like." On a card, to one side, put this: "This is what it does; cures chapped hands, face, lips, etc.—10 Cents." On another card have this: "Red face and rough hands are unknown where violet cream is used." Put up two-drachm sample bottles of your cream and hand them out to the ladies while your display is in the window. You will be surprised at the amount of cream you will sell.

"Clark's Winter Remedies."—

A booklet with the foregoing title comes to us from Mr. Ira B. Clark, Fifth and Woodland Streets, Nashville, Tenn. Mr. Clark asks us to "roast" it, but we really must refuse. The booklet is all right! Positively the only fault we have to find with it is that one has to search the whole booklet through before he finds the address of the store. A great many people might pick it up, be impressed with some of its talk, but, failing to note after considerable examination where Mr. Clark's pharmacy was, throw the thing aside without further thought. As the title suggests, the booklet is given up to a consideration of the different specialties used during the winter season. A page is devoted to each preparation, and its merits are tersely and convincingly stated. The booklet is 3¼ by 6 inches in size; the cover is of an orange color; the quality of the paper is fair; the typographical work is good; and not so much is said but what the reader can quickly grasp what is being talked about.

Something Unique in the Way of a Folder.—

We have received a folder which is quite out of the ordinary from the well-known New York firm of William B. Riker & Son Co. The cover is printed in simulation of a street letter box; and then, extending from the back cover, and reaching over, is a hand containing a letter addressed to the William B. Riker & Son Co. This letter is being dropped into the box. In the center of the box, on the panel usually containing the information concerning the hours of collection, is the statement that "Every

Mail Box is a Branch of Riker's." The whole idea is merely to convey in a graphic manner the information that Riker does a large mail-order business, and that it is easy to reach him, whatever be the distance. This is done very successfully indeed. As for the inside of the pamphlet, it need only be said that it contains four pages given up to a description of the nature of the firm's business, and explaining at some length its system of mail-order trade. The whole thing is very handsomely illustrated and gotten up.

A Handsome Folder.—

We have had occasion in the past to commend the very fine advertising which is uniformly gotten up by John Conrad & Co., of 25 East Forty-seventh Street, Chicago. We have before us another bit of attractive advertising material from Mr. Conrad. It is a four-page folder, 3½ by 6 inches in size. The stock is a very fine quality of light-weight cover paper, of a considerable assortment of colors. Different colored inks are used, according to the particular color of the stock in each case. The title of the folder is "TAKE AN INVENTORY." On the three pages following the cover page are then listed some standard specialties and articles, with a word or two concerning each, and the price. The text is terse, and the thing is attractively gotten up and so printed as at once to appeal to the eye and enable the mind to grasp the message quickly.

The Importance of the Want Book.—

"I think that most druggists do keep 'want books,' and, generally speaking, I believe that they make a profitable use of them," says J. T. Pepper in the *Pharmaceutical Era*. "At one time I had a druggist for a neighbor who did not keep a want book, or, if he did, must have looked after it very indifferently, for he was constantly sending to my store for goods that he wanted immediately, 'for the customer was waiting.' This I did not object to, for we had arranged to exchange goods, each one taking half the profit. In this way I was constantly making a little profit from a portion of his business. He was losing because he did not properly attend to his stock when it became low, and did not enter goods required into his 'Want Book.' If he had kept his want book properly he would not have run out of stock so often, and would not have lost the small amounts represented by the extra price which he was obliged to pay in order to be able to supply his customer. The 'Want Book,' if well looked after, will remove a source of considerable loss."

A Unique Window Display.—

D. E. Hoagland, of Cobleskill, N. Y., recently had a window display that attracted much attention. "It contained," says the *Albany Journal*, "all of the military equipment of Lieutenant Louis J. Van Schaick, of Cobleskill, used during his recent service in the Philippine islands. Hanging over a large portrait of the Lieutenant was the bolo with which he was wounded and came near losing his arm. The uniform worn by Lieutenant Van Schaick at the time he was attacked is also shown, including the blood-stained blouse showing the two cuts made by the bolo. There was also shown various weapons of warfare used in the islands, a native-made gun with a flint lock, and one made of gas-pipe. The window was certainly of much interest to every one."

An Important Advertising Point.—

It must never be forgotten, remarked David R. Dorn recently in *Merck's Report*, that the object of advertising is not accomplished when you have brought people to the store. "When they get there they must be treated *right*. This is a point that too many good advertisers give scant consideration. Treat people courteously, and make your clerks do likewise. I wouldn't have a surly or gruff clerk in my store five minutes, regardless of how fine a pharmacist he might be. Get to know people. Find out their names and address them by these when they enter the store. Any man is flattered by recognition; it warms him up at once and puts him in a receptive mood. Talk with people about things they are interested in, and say "Good day" to them when they leave the store. In the case of ladies accompany them to the door and open it for them. I tell you what it is, courtesy is about the best capital that a man can do business on!"

Terse and Facetious.—

On Ridge Avenue, in Philadelphia, says a writer in *Printers' Ink*, there is a facetious tobacconist who evidently realizes the value of advertising by means of an odd and striking sign. In front of his place of business is the following startling bulletin:

Pipes to hit.
Tobacco to burn.
Cigars to light.
Cigarettes to kill.
At prices that will paralyze you.

The sign attracts considerable attention, and people who have the fad for collecting such things pause to copy it.

PRACTICAL PHARMACY.

Antiseptic Solution.—

At the 1901 meeting of the Massachusetts Pharmaceutical Association Professor W. L. Scoville presented a formula for an antiseptic solution containing oil of *Eucalyptus odorata.* This was printed on page 434 of the BULLETIN for October, 1901, and attracted considerable attention. Since that time the Professor has learned that this variety of oil cannot be obtained in commercial quantities, and inasmuch as the value of the formula depended mainly upon the use of that particular oil, the formula becomes of little use. He therefore substitutes the following formula:

Eucalyptol	1.0 Cc.	or ʒj.
Menthol	1.0 Gm.	or ʒj.
Thymol	1.0 Gm.	or ʒj.
Oil of wintergreen	1.0 Gm.	or ʒj.
Fluid ext. baptisia	8.0 Cc.	or ℥j.
Benzoic acid (natural)	8.0 Gm.	or ʒj.
Boric acid	24.0 Gm.	or ℥iij.
Powd. orris root	10.0 Gm.	or ʒx.
Alcohol	375.0 Cc.	or Oiij
Water	625.0 Cc.	or Ov.

Dissolve the first six ingredients in the alcohol and add the powdered orris root. Agitate frequently for a few days. Dissolve the boric acid in the water by the aid of heat, and add to the alcoholic solution. Agitate frequently for fourteen days, then filter.

Care is necessary in the selection of material to get the best results. The professor has found Sander's eucalyptol to give the finest effects, and only natural benzoic acid, sublimed from benzoin, should be employed. The fluid extract of baptisia also varies considerably as found in the market. A fluid extract made with 91-per-cent alcohol has been used as a menstruum, which is much lighter in color and stronger in effects than one made with a hydroalcoholic menstruum.

Formation of Vanillin in the Vanilla Bean.—

As is well known, the fruit of vanilla does not at the time of the harvest contain any vanillin; on the contrary, a special treatment is required, in the course of which the formation of vanillin takes place by a kind of fermentation process. The method of preparation which is in vogue in the vanilla-producing countries, such as Réunion, is purely empirical, and consists in first immersing the fruit for about twenty seconds in water of 80° to 85°, whereupon the aroma begins to develop. L. Lecomte now has discovered (Schimmel's Report) that the ferment which causes the fermentation belongs to the class of those bodies which after G. Bertrand are called oxydases. This oxydase is present in the most diverse parts of the vanilla plant (*Vanilla planifolia),* such as the leaves, twigs, ripe and unripe fruits. It is even found in the prepared vanilla, and in greater abundance in the better qualities, from Mexico, Réunion, Mayotta, and the Seychelles, than in those of less value, from Guadeloupe and Tahiti. It is further remarkable that manganese, the never-failing companion of oxydases, is also present in vanilla. The plant, however, contains a second ferment, which has a hydrolyzing action, and which also plays a part in the process of fermentation. The formation of vanillin would appear to occur in vanilla in this manner, that the hydrolyzing ferment splits up the coniferin (which is believed to be present) into coniferyl alcohol and glucose. The action of the oxydase would then oxidize the coniferyl alcohol into vanillin.

Chemicals Not Up to the Standard.—

At the last meeting of the Massachusetts Pharmaceutical Association, the Committee on Adulteration rendered a report of considerable length. Two lots of lithium carbonate both contained traces of calcium sulphate. Samples of oil of cassia were observed to contain traces of lead. One specimen of oil of lavender was found to be adulterated with oil of turpentine. Several lots of resin of podophyllum had to be rejected; it was not completely soluble in alcohol; one lot contained as much as 12 per cent of insoluble matter; another lot, which, however, was completely soluble in alcohol, was noticeably deficient in odor, and had evidently been adulterated by the addition of some foreign resinous substance. One lot of quinine sulphate contained a slight excess of cinchonidine. Two lots of two-grain quinine sulphate pills contained 1.83 and 1.89 grains respectively. Two lots of sodium bromide showed traces of bromate, while several lots contained a slight excess of chloride. Potassium and sodium hydroxides usually were found to contain an excess of chloride, as well as traces of sulphate and silica. Two lots of sodium sulphite contained a decided excess of the sulphate.

Differentiating Between Beechwood and Coal-tar Creosote.—

Critical tests performed in the laboratory of Merck & Co. with respect to the reliability of the six most convenient tests of the Pharmacopœia against coal-tar creosote have led (*Merck's Report*) to the following conclusions: (1) The hot-water test excludes coal-tar creosote just as it does carbolic acid;

the results being alike for both. (2) The same is true of the collodion test. (3) Also of the potassium-hydrate test. (4) In the bromine test, the "white precipitate" described for carbolic acid is not formed so distinctly with coal-tar creosote. (5) In the ferric-chloride test, the "violet-blue, clear" solution, obtained as with the acid, slowly changes, in the case of coal-tar creosote, to whitish turbidity. (6) Finally, in the glycerin test, the result for coal-tar creosote does not agree at all with that for carbolic acid, but it agrees very closely with that for the true beechwood creosote! Thus, it is obvious that, to exclude coal-tar creosote specifically, tests Nos. 1 to 3, as above named, may be safely used; Nos. 4 and 5 require the addition of a descriptive note in the Pharmacopœia to make their application in this direction plain; whereas No. 6 is not applicable against coal-tar creosote at all.

"Theocin, the First Vegetable Alkaloid Manufactured on a Large Scale by Simple Synthesis."—

This is the title of an interesting paper read recently before the New York Section of the American Chemical Society by Dr. Hugo Schweitzer. The author reported that a practical method for the synthetic manufacture of theophylline had been discovered in the laboratories of the Farbenfabriken of Elberfeld. This alkaloid from tea leaves was found by Kossel in 1888. The expense of the natural product was so great, however, as to prohibit its use medicinally, and the synthetic product afterwards prepared by Fischer was open to the same objection. By a modification of Fischer's process, involving no less than twelve reactions, it is now possible to produce the alkaloid at a price of $2.20 per ounce, which is in strong contrast with the figures of $93 per ounce for the natural product. To distinguish the synthetic from the natural product the former is called "theocin." This substance has been found to be one of the most powerful diuretics among the alkaloids—much more powerful than theobromine, for instance, and without the untoward effects which theobromine exerts upon the heart and circulation.

Dispensing Notes.—

Among the "Contributed Pharmaceutical Notes" presented at the last meeting of the American Pharmaceutical Association by H. P. Hynson were these: There is considerable call for Ingal's Suprarenal Solution, which takes a good deal of time to prepare. Sterilization has been tried, and so far the preparation has been found to keep perfectly. Mr. Hynson keeps it in one-ounce bottles. He had kept some for over two months, and it was still in perfect condition.—Pharmacists should not overlook the fact that the taste of impure carbolic acid is far more objectionable than that of the pure, and for this reason, if a better one is not recognized, the impure product should never be used for internal medication.—Pyrogallic acid is so very sensitive to light that special care must be exercised in dispensing it. It cannot be bottled for ointment without suffering almost immediate discoloration.—The bad practice of pasting one label over another, until sometimes as many as six of various kinds appear on the bottle, is still largely noticed. Besides being a very untidy practice, it is obviously a dangerous one.

Gum Arabic Produced by Ants.—

Mr. Walter Busse, who has been investigating the gum production of German East Africa, states in *Le Journal d'Agriculture Tropicale* (through *Canadian Druggist*) that practically all secretion of gum in that country is provoked by ants. The ants perforate the bark of the acacia to gain admittance into the wood, where they lay their eggs in the excavations, which are sometimes of considerable extent. The acacias with soft wood generally show few wounds of this kind; the hardwood acacias are riddled with them, each perforation being marked with a globule of gum. The ant that produces the gum makes no use of it; it is only an obstruction to her work, since it stops up the galleries she hollows out. Another species of ant, however, sometimes attacks the exuded gum before it has become completely hardened, and gives it the peculiar appearance well known to collectors.

A New Test for Albumin.—

Dr. Flora C. Tuchs gives a new and simple test for albumin in the *Yale Medical Record*. It is based upon the following facts: (1) Albumin is coagulated by carbolic acid; (2) equal volumes of non-albuminous urine and a mixture composed of equal parts of carbolic acid and glycerin form an emulsion which clears up entirely upon agitation, leaving a perfectly transparent and highly refractive liquid; (3) equal volumes of albuminous urine and the above mentioned carbol-glycerin solution, when mixed together, produce a white turbidity, which remains, in spite of agitation, and does not precipitate on standing, nor redissolve. The test is very sensitive, distinctly showing the presence of 0.1 per cent of albumin in the urine, the degree of turbidity being proportionate to the percentage of albumin

contained in the urine. Numerous and repeated experiments were made to substantiate the observation that this turbidity occurs only when albumin is present, and, furthermore, that it is due to the presence of albumin and is a suspension of coagulated albumin. In no instance did a urine shown to be free from albumin by the recognized tests present the slightest turbidity by this new reagent, nor did a urine proven to be albuminous by the same tests fail to show the characteristic white turbidity after treatment with the carbol-glycerin solution.

Concerning the Active Principle of Cannabis.—

In an interesting note read before the British Pharmaceutical Conference at the last annual meeting, Mr. Thomas Maben, the well known Scottish pharmacist, gave the results of an interview apropos of cannabis indica which he had had while in America recently with Mr. H. C. Hamilton, an expert in the physiological assay of drugs. Mr. Hamilton had isolated from the crude drug the oil (cannabino) which Wood, Spiney, and Easterfield, the English investigators, declare to be the active principle of cannabis, and had submitted it to the physiological test upon animals. He found it less active than the original solid extract, and he accordingly believes, said Mr. Maben, that "the cannabinol prepared according to Wood, Spiney and Easterfield's process is *not* the active principle of cannabis; and further that, so far as our present information extends, the active principle has not yet been isolated."

The Supposed Physiological Incompatibility Between Calomel and Acids.—

Three writers in the *Therapeutic Gazette,* Drs. Sprague, McIntyre, and Wheeler, all agree in stating that there is no danger in the ingestion of acids after calomel. It was always taught in the past that this combination would result in the formation of the higher chloride of mercury—the bichloride, commonly called corrosive sublimate—a salt which is of course very poisonous. Evidence is now accumulating yearly which proves this old theory unfounded in fact. One of the three authors referred to, Dr. McIntyre, cites one case in which nearly a dozen lemons were eaten during the hourly administration of the calomel. No salivation resulted whatever.

Rubber "Sponges."—

Sponge substitutes, made of rubber, are becoming popular, says the *Spatula,* and the method of making them may be of interest. Crude rubber is mixed with sufficient sulphur to vulcanize it, then with a certain quantity of melted paraffin and with some water, and the whole is massed together by running it through the rollers of an open mill. During this process the paraffin dissolves some of the rubber and distends the remainder, while the water assists in the distention. Finally the mass is formed into balls of the desired shape and size and these are heated, first to form gases, which being liberated make the mass porous, then the heat is raised to the point of vulcanization. Sponges so made are claimed to be the equal of natural sponges in elasticity and absorbing power, and are more durable and cheaper.

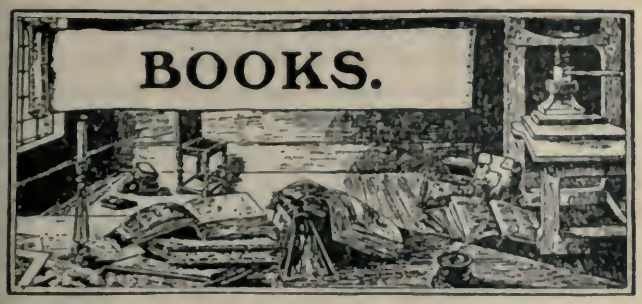
The Iodine Content of Tincture of Iodine.—

E. Beuttner (*Schweizerische Wochenschrift für Pharmacie und Chemie)* found that the amount of iodine contained in the tincture of iodine rapidly diminishes with age. In one month the amount of iodine may reach below the minimum level prescribed by the Pharmacopœia. The destruction of the iodine is favored by heat, and the tincture is to be kept in a cool place. It is not necessary to preserve the tincture from light. The free iodine which disappears is transformed into hydriodic acid. A method of determining the amount of hydriodic acid contained in the tincture should be devised.

Masking the Odor of Creosote.—

M. Legendre *(American Druggist)* states that coffee may be used for masking the odor of creosote. The author used a creosote and calcium hydrochlorophosphate solution of 6 parts per 1000, in which he mixed 100 parts of roasted, ground coffee, and macerated the whole for four or five days, thus obtaining a liquid which, sweetened with 200 parts of syrup of tolu, gives a preparation which is easy to take. Each teaspoonful of this syrupy solution contains 0.75 gramme of creosote.

AN A. PH. A. GROUP.—This "snap-shot" was taken on the boat ride at the recent annual meeting in Philadelphia of the American Pharmaceutical Association. Reading from the left these gentlemen are J. Le Roy Webber, of Brooklyn, N. Y.; Prof. George B. Kauffman, of Columbus, O.; and Prof. C. S. N. Hallberg, of Chicago.



Ohio Poison Register. Issued by Authority of the Ohio Pharmaceutical Association. Columbus, Ohio: Midland Druggist Publishing Co. December, 1902.

This is an admirable book, and should be welcomed by the pharmacists of Ohio. It is called into existence by the recent enactment in that State of the Krause Poison Law—an excellent measure which went into effect January first of this year. The main purpose of the volume is of course to serve as a poison register in conformity with the provisions of the new law; but in addition to the registration blanks there are printed the law itself, an alphabetical list of the poisons which must be registered, information concerning antidotes arranged in a manner convenient for reference, and other data useful in such a volume. Finally, we may commend the sentiments expressed in the brief word of "Introduction." A strong moral as well as a legal obligation rests upon pharmacists to observe the poison law faithfully as agents who are commissioned by the State and society to guard the public health against danger. And like many other moral and legal duties, the faithful performance of this one will greatly benefit the pharmacist from a selfish standpoint alone. For a general adherence to and enforcement of the law will cause the sale of poisons by grocers and others to be discontinued, and will bring the public to a realization of the fact that they should be sold only by competent persons.

Powdered Vegetable Drugs. By Albert Schneider, M.D., Ph.D., Professor of Botany and Pharmacognosy, Northwestern University School of Pharmacy, Chicago. Pittsburg, Pa.: The Calumet Publishing Co. Cloth; 323 pages.

This book has come in response to the evolutionary changes in pharmacy, and it is very welcome. The average pharmacist no longer deals to any considerable extent with crude drugs—powdered drugs have taken their place. Nor does he grind the crude drugs as he once did. He buys the powdered article just as he buys the pharmaceutical preparation instead of making it. But heretofore all the information for the identification of the drug and for protection against sophistication—all the information given in the Pharmacopœia and elsewhere—has had reference in the main to the crude drug.

Realizing that the time has come for a book in the English language treating somewhat extensively of the examination of powdered drugs, Dr. Schneider has taken it upon himself to supply this need. The work is primarily intended for the college student, but will be found also very useful to the practicing pharmacist in enabling him to determine the purity and identity of vegetable powders, condiments, and the like. The subject is considered in a practical manner; fundamental truths are clearly set forth; and the result is a very helpful book.

There are chapters on "the examination of vegetable powders;" "causes modifying the characteristics of powders;" "the powdering of vegetable drugs;" "adulteration and sophistication;" "microscopical examination;" and "keys to the identification of powders." Then follow descriptions in detail of 195 powdered drugs, accompanied by microscopical drawings. Dr. Schneider is a very thorough and painstaking worker, and he has given us a book which can scarcely fail to prove extremely useful.

A Text-Book of Quantitative Chemical Analysis. Illustrated. By Frank Julian. First Edition. St. Paul: The Ramsey Publishing Co. Cloth; 600 pages; $6.00, net.

This book seems to us to fill a real want quite acceptably. Its main purpose is to assist those students who, "having a fair acquaintance with the elements of general chemistry, can devote a limited time to quantitative analysis concurrent with or following the usual qualitative course." It also aims to serve those students who desire to go farther as an introduction to the monographs on special departments of technical analysis. Accordingly careful attention is devoted to the fundamental steps, and considerable prominence is given the principles underlying the various methods of analysis. By this means the student is given a comprehensive and broad view of the subject, and is well prepared for the detailed and concrete work which will confront him as he progresses.

The "Sam Hill" sketches from the pen of Professor Lloyd continue to appear at intervals in *The Criterion* of New York. In the January number was one on "Sam Hill, Sheriff of Knowlton, Kaintuck;" and it is announced that another will be printed in March.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Several Queries.

G. F. S.—In your comprehensive list of queries you ask rather more of use than we are able to give any one correspondent. It will not be possible for us to comply with all of your requests. We trust the following information will seem to you sufficient under the circumstances.

A liniment such as you require can be made after the following formula:

Oil of turpentine	1 fluidounce.
Stronger water of ammonia	1 fluidounce.
Soap liniment	4 fluidounces.

In reply to another question, let us say that whenever "parts" are used in a formula, parts by weight are always meant—never parts by volume. That is to say, the liquids as well as the solids are to be weighed. Some druggists doubtless do not understand this and often measure the liquids and weigh the solids. The result is that with substances widely differing in specific gravities the element of error is very large.

You ask concerning the composition of a certain proprietary preparation. For an answer to this query we may refer you to the information given elsewhere in this department to "E. H." under the title of "Toothache Wax."

Criticism of a Cough Remedy.

J. J. S. submits the following formula of a cough remedy:

Terpin hydrate	4 drachms.
Ammonium chloride	1 ounce.
Heroin hydrochlorate	10 grains.
Fluid extract of wild cherry	3½ ounces.
Chloroform	2 drachms.
Alcohol	7 ounces.
Glycerin,	
Simple syrup, of each enough to make	2 pints.

Our correspondent declares that "while this remedy gives good results, it has a strong taste on account of the alcohol, but this amount I must use in order to dissolve the terpin hydrate. Even with this quantity the terpin does not all dissolve, for some of it still floats upon the top when the product is finished. I dissolve the ammonium chloride in one ounce of water; the heroin in one drachm of water; and then mix all together. If you can improve on this formula I shall be more than grateful to you."

It is not the alcohol, but the terpin hydrate, which causes the strong taste of which our correspondent complains. This is, of course, unavoidable. As for the alcohol, there is none too much; indeed, it had better be increased in amount rather than lessened. We would suggest that a glycerin base be used instead of simple syrup, and that the amount of alcohol be increased sufficiently to effect complete solubility of the terpin hydrate.

A Tasteless Cod-liver Oil.

J. J. S. wants a formula for the tasteless cod-liver oil containing wild cherry, malt, hypophosphites, and the like. He has been using "Best Tonic" for the malt extract, but on one or two occasions it has soured.

In reply let us say that extract of malt ought to be used. Moreover, in preparations of this class cod-liver oil itself is not employed. Either morrhuol or gaduol is used. You might try the following formula:

Morrhuol	64 grains.
Fluid extract of wild cherry	2 fluidounces.
Fluid extract of licorice	3 fluidounces.
Glycerin	1 fluidounce.
Simple syrup	1 fluidounce.
Fluid extract of malt	6 fluidounces.
Compound syrup of hypophosphites, with iron and manganese	3 fluidounces.
Fullers' earth, powder	240 grains.
Caramel	sufficient.

Mix the morrhuol with the glycerin and triturate with the fullers' earth; add the fluid extracts, syrup, and malt, shake well, let stand for a day, agitating occasionally; filter, and to filtrate add the syrup of hypophosphites and sufficient caramel to color.

Rules and Regulations.

G. C. P.—Although we have made a considerable search, we have not been able to place our hands upon a set of rules and regulations such as you refer to. It seems to us that this is a matter which each proprietor can best arrange for himself in accordance with the particular conditions which surround him.

Clearing Extract of Vanilla.

"X. Y. Z." has tried in vain to clear extract of vanilla made according to the following formula:

Vanilla beans	25 pounds.
Granulated sugar	50 pounds.
Dilute alcohol	50 gallons.
French brandy	6½ gallons.

Cut the beans up fine; macerate for two weeks in the dilute alcohol; percolate, and add the sugar and brandy.

Our correspondent says he has tried alcohol and water separately in order to clear the extract, and has filtered it through magnesium carbonate and precipitated calcium phosphate, but all to no avail. Our advice would be this: Subject the substance to a low temperature and then filter it through paper. At this time of the year you could filter it out-of-doors after it had stood for a half-hour or so. In summer it could be packed in ice and salt and then filtered. We cannot guarantee offhand that this operation would overcome the difficulty, but it is worth trying at any rate. Extract of vanilla contains a certain amount of fixed oils which are insoluble in an alcoholic menstruum; these often cause cloudiness, and they are disposed of by the freezing process. Moreover, by this method the flavor of the substance is not at all injured, whereas injury is quite likely to result when filtration through substances like magnesium carbonate is resorted to.

Anything Wrong with this Prescription?

C. E. N. asks if there is anything wrong with the following prescription:

Strychnine sulphate	6 grains.
Distilled water	5 ounces.
Simple syrup	1 ounce.
Fluid extract of licorice	7½ ounces.

Mix and take one teaspoonful three times a day.

It is more than likely that there are two errors in this prescription. In the first place it will be found upon calculation that the dose of strychnine sulphate is 1/18th of a grain. Now the maximum dose given in the dose lists is 1/20th of a grain. To give 1/18th of a grain would certainly be dangerous except the case were an unusual one. In any event, it would seem to us that the doctor should be consulted before the prescription is dispensed.

Secondly, fluid extract of licorice contains ammonia, and there is great likelihood that this would cause the precipitation of the strychnine. Even if this did not ensue directly, it might result within a few days, and thus escape detection. Under these circumstances the danger would be quite great. We should advise some experimentation along this line.

Cream for Cleansing Clothes.

J. M. S.—We cannot give you the formula for the proprietary preparation mentioned. Try one of the following formulas:

(1)	Chloroform	1 fluidrachm.
	Alcohol	2 fluidrachms.
	Ammonia water	10 fluidrachms.
	Sodium carbonate	120 grains.
	Castile soap	1 ounce av.
	Water, distilled	64 fluidounces.

Cut the soap up fine and dissolve in some of the water. Dissolve the soda in the remainder of the water; add this in another bottle to the chloroform, alcohol, and ammonia. When the Castile soap is entirely dissolved add all these ingredients to it. Shake well and bottle securely.

(2)	Castile soap	1 ounce av.
	Borax	1 ounce av.
	Soap liniment	1½ fluidounces.
	Alcohol	2½ fluidounces.
	Ammonia water	4 fluidounces.
	Water, boiling	48 fluidounces.

Dissolve the borax and soap in the hot water, and when cool add the other ingredients.

A Kidney, Liver, and Bladder Cure.

G. D. R. wants a good recipe for an effective remedy to be used generally as a kidney, liver, and bladder cure. He asks us how the following would answer:

Potassium acetate	1 ounce.
Fluid extract of leptandrin	2 ounces.
Fluid extract of uva ursi	2 ounces.
Glycerin	1 ounce.
Cascara aromatic	1 ounce.
Water, ad	10 ounces.

Take two teaspoonfuls three or four times a day in a couple of ounces of water.

With one or two slight modifications it is our opinion that this formula would prove an excellent one. We would suggest that six ounces of alcohol be used, and that the mixture then be made up with water to sixteen ounces. Replying to our correspondent's specific question, Should fluid extract of podophyllum be used? we would say Yes unhesitatingly. This medicament will be needed for the liver, but if there is too much of it patients will not use the mixture. The right quantity would be about one minim of the fluid extract to the dose.

Black Shoe Polish.

D. D. Co.—We are not in position to subject the sample of shoe polish which you submit to analysis. Let us suggest that you try the following formula:

Ivory-black	16 ounces.
Lampblack	16 ounces.
Treacle	16 ounces.
Sperm oil	4 ounces.
Vinegar	5 ounces.

Mix and add gradually:

Sulphuric acid	4 ounces.

When action ceases add:

Sulphate of iron	½ ounce.
Gum arabic	6 drachms.
Hot water	5 ounces.

Work well in a mortar or mill until the paste is brought to a proper consistency.

The author of "Pharmaceutical Formulas," from which this formula is taken, states that the merits of at least a dozen formulas for paste blacking he has come across are fairly represented in it. The addition of sulphate of iron is a good feature, because it helps to restore the black surface of leather by forming iron tannate when the brown surface becomes exposed.

Hoff's Consumption Cure.

G. E. P.—Several formulas for this alleged "cure" have been printed. We reprint one from the BULLETIN for January, 1902:

Acidi arseniosi	0.1
Kali carbonatis depur.	0.2
Acidi cinnamylici ($C_9H_8O_2$)	0.3
Aquæ destillatæ	5

The first three ingredients must be of the highest purity, and must be boiled over a water-bath in 200 cubic centimeters of water for at least half an hour, replacing from time to time the evaporated water, until a perfect solution results; then add:

Spiritus vini gallici	2.5
Extract. laudani aquos	0.3
Aquæ destillatæ	2.5

Sig.: Six (6) drops after dinner, to commence with, increasing the dose from week to week by two drops, until a maximum of twenty-two (22) drops is reached.

Green Coloring for Toilet Preparation.

J. P. C. & Son.—Try a 25-per-cent tincture of spinach in alcohol. If this fails, use some aniline color purchased of the jobber for the purpose. "Sugar green" is a familiar article.

Toothache Wax.

E. H.—Try the following:

Paraffin	180 grains.
Burgundy pitch	180 grains.
Oil of cloves	1 fluidrachm.
Carbolic acid	1 fluidrachm.

Melt the paraffin and pitch together; add the other ingredients when nearly cold, and make the mass into pills, cones, or mix with cotton and cut into strips.

Your other question we are not able to answer. We cannot give you the formula for the proprietary preparation mentioned by you. There are many such articles on the market now, and they are said to be composed of kaolin, glycerin, and antiseptics like thymol and oil of eucalyptus.

Croup Liniment and Croup Suet.

J. L. R.—We would suggest the following formula for the suet:

Extract of belladonna	20 grains.
Extract of aconite	10 grains.
Extract of lobelia	15 grains.
Ammonium iodide	½ drachm.
Suet,	
Lard, of each	4 ounces.

For the liniment you might dissolve a suitable quantity of menthol in some spirits of chloroform and add this to soap liniment.

"Sive"—What Does it Mean?

H. H. A.—The Latin word *"sive"* is the equivalent of the English word "or." When used in a prescription, thus:

Ext. rhei comp.,
Sive
Ext. aloes,

it means that either one article or the other may be used. The Latin word *aut* is also used in this connection in prescription writing, and means the same thing.

Concerning Saccharin.

W. W. McC.—No, an aqueous solution of saccharin will not ferment even if kept indefinitely. Saccharin is possessed of marked antiseptic properties. Answering your next question, we may reply that saccharin is about 500 times as sweet as sugar; and the amount to be used in any particular case depends fully upon the taste. A little experimentation will decide the point.

Solutions of Creosotal.

L. C.—Creosotal (creosote carbonate) is soluble in alcohol, ether, and in slight degree in ethereal and fixed oils. Any cordial or elixir will take up only the quantity proportionate to the alcoholic strength. Alkali or similar substances might increase its solubility, but would probably result in its decomposition. The only practical method of administering creosotal in a compound is by means of an emulsion.

Tasteless Castor Oil.

M. K.—If you will consult the annual index for the BULLETIN of last year, to be found in the December issue, you will find three or four references to this subject. It was discussed in the BULLETIN as recently as October. You will find such information as you want on pages 432 and 438 of that issue.

Aniline Blue for Ink.

B. C.—Upon making a more thorough investigation, we find that the dye known as "Resorcin Blue, M.," mentioned a month or two ago in a formula for ink, has practically gone out of use as being unsatisfactory. We would suggest that methyl blue be used for the purpose.

A Medicinal Oil to be Used in an Atomizer.

J. S. wants a medicinal oil for catarrh, to be used in an atomizer. We suggest a mixture comprising one per cent of chloretone, one per cent of menthol, and a base of colorless liquid petrolatum.

Formula Wanted.

E. & N.—We are not able to give you a formula for the proprietary preparation mentioned by you, and it is impossible for us to state of what it is composed.

The Gold Question.

P. E.—There is no "quick and reliable method of distinguishing the degrees of fineness of gold." Nothing short of an assay will do the business.

Removing Window Frost.

J. M. S.—This query was answered at considerable length in last month's BULLETIN.

FORMULAS.

Bay Rum and Toilet Waters.

Some of the excellent formulas for colognes contained in a much-quoted A. Ph. A. paper from the pen of Prof. Wilbur L. Scoville were printed here last month. We follow with some additional formulas:

BAY RUM.

In spite of the legion of formulas for this article which shower down upon us continuously, the so-called "imported" and "distilled" articles still hold a place. While a foreign label and an ugly bottle may have some charm, yet there is a softness and depth about these that the formulas usually fail to produce. So the "imported" article may have a real point of excellence.

But it is surprising how well this superior softness can be secured by employing a very little benzoin. It imparts a quality, if used sparingly, that is very agreeable, and that suggests the foreign brands.

The following formula is adapted from the Spiritus Myrciæ of the Pharmacopœia. It is weaker in alcohol and contains the benzoin:

Oil of bay	ʒvj.
Oil of orange	ʒss.
Oil of pimento	ʒss.
Tincture of benzoin	ʒiv.
Powdered orris root	ʒiss.
Water	Oiv.
Alcohol	Oiv.

Cost about $1.55 per gallon.

The powdered orris root is employed chiefly as a clarifying agent.

The use of rum in the place of a portion of alcohol is a well known improvement, but I have here preferred to let the formula emphasize the effect of the balsam; so I have not qualified it by the addition of an unknown element in the shape of a variable rum. Use a little good rum in the above formula, and it will be found difficult to distinguish the product from some of the best "imported" brands.

LAVENDER WATER.

This article is not so popular as it deserves to be, owing perhaps to variations in lavender oils. No oil is more variable than this, it being listed all the way from 50 cents to $16 per pound. The sample was made with an oil costing $1.65 per pound. A

finer oil would not need the oil of orange to soften it:

Oil of lavender	ʒiv.
Oil of bergamot	ʒj.
Oil of orange	ʒij.
Oil of neroli	ʒss.
Coumarin	ʒss.
Tincture of benzoin	ʒj.
Water	Oj.
Alcohol	Ovij.

Cost $3.05 per gallon.

Many formulas direct oil of rose to soften the lavender, but neroli has a much finer effect and makes the lavender more fragrant.

FLORIDA WATER

is simply a spiced lavender water. Spicy odors may be added to the foregoing, or the following, which is a little less pronounced in lavender odor, may be preferred:

Oil of lavender	ʒij.
Oil of bergamot	ʒj.
Oil of orange	ʒss.
Oil of neroli	ʒss.
Oil of cassia	ʒj.
Oil of caraway	min. xv.
Oil of spearmint	min. xv.
Tincture of benzoin	ʒj.
Water	Oj.
Alcohol	Ovij.

Cost $2.90 per gallon.

THE MONTH.

[*Continued from page 52.*]

ROBBER DRUGGISTS. We have a little advice to offer. Local associations, holding conferences for the purpose of deciding upon increased price schedules, should meet behind closed doors! The reporters were permitted to attend a conference held last month by the Philadelphia Retail Druggists' Association, and for several days afterwards the newspapers were full of reports of robber druggists and the way they were trying to exploit the public! It kept several prominent retailers busy for some time trying to explain what a mistake it all was.

* * *

SURPRISING EXPERIMENTS. An interesting experiment was performed last month by Dr. George W. Crile, a prominent surgeon of Cleveland, in the laboratory of the Western Reserve Medical College. It demonstrated the powerful activity of adrenalin as a heart stimulant. By means of this substance he sustained life in a decapitated dog for 10½ hours. Another dog which had been killed by means of an electric shock, and which had been dead fifteen minutes, was resuscitated and is yet a living witness to the efficacy of adrenalin. In addition to the injection of a solution of this substance, artificial respiration, obtained by means of a gentle rhythmic pressure over the thorax, was employed.

* * *

COUNTER PRESCRIBING AGAIN. The druggists of Providence, R. I., were somewhat disturbed last month by the arrest of two of their number on the charge of practicing medicine in violation of the medical law. Spotters in the employ of the State Board of Health visited different pharmacies, secured remedies for dyspepsia and the like, and then brought the violators to the bar of justice. One of the two druggists, however, was released by the grand jury. The other one was held for trial. As a result, the druggists are striving to secure an amendment to the medical law which will make it impossible to arrest them on such trivial charges.

* * *

The deaths of several men prominent in the branches of the drug trade have occurred recently. Among these may be mentioned Charles B. Smith, of the wholesale and retail firm of C. B. Smith & Co., of Newark, N. J.; John Carnrick, of the firm of manufacturing chemists of Reed & Carnrick, of New York; Gustav Mellin, the well known originator of Mellin's Food; and Arthur Peter, probably the oldest active member of the wholesale drug trade in the United States, and the founder of the house of The Peter-Bauer Drug Company, of Louisville, Ky.

* * *

The fourth annual euchre party and dance of the Philadelphia Association of Retail Druggists will be held on the 19th of this month in Mercantile Hall. Preparations are being made to have this the most successful gathering in the history of the association.

* * *

At the annual election of officers of the Illinois Board of Pharmacy last month, W. Bodemann, of Chicago, was made president; B. Schwartz, of Salem, vice-president; M. C. Metzer, of Cairo, treasurer; and L. T. Hoy, of Woodstock, secretary.

THE SCRAP BOOK.

THE standard of purity and uniformity maintained in the mercurial preparations manufactured by Chas. Pfizer & Co. has given their brand an enviable reputation among the trade generally, and more particularly among manufacturing pharmacists. Their calomel, especially, owing to its purity and white color, is peculiarly adapted for use in the manufacture of pills, etc., and their brand of powdered corrosive sublimate is invariably desired by those who require a uniformly white and dry powder.

RECIPROCITY.—His Pop: "Bobby, I merely punish you to show my love for you, my boy."

Bobby: "If I was only bigger, Pop, I'd return your love."

THE BULLETIN is asked by the Farbenfabriken of Elberfeld Co. to announce that A. C. Smith, of Windsor, Canada, is sending cards by mail to the retail drug trade of the United States in which he offers for sale sulfonal, phenacetin, trional, aristol, salophen, and other of the firm's patented drugs. "The trade is warned against purchasing these goods," says the company. "They are sold in infringement of our patents. We will hold all who handle such infringing drugs responsible. A. C. Smith was enjoined from selling our products by the United States Circuit Court for the Northern District of Ohio, in 1899. He then fled to Canada, where he has since resided to avoid proceedings."

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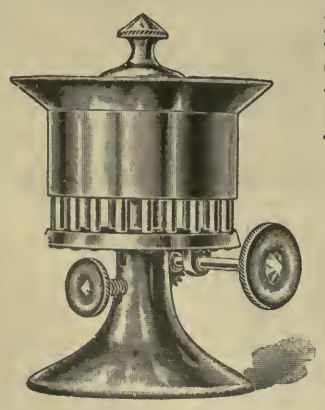

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WRITE FOR CIRCULAR.

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THE NEW YORK MARKET.

ADVANCED.—Cream of Tartar; Colocynth Apples (Spanish); Buchu; Dandelion Root; Gamboge; Guarana; Golden-seal; Oil of Bergamot; Oil of Tansy; Rochelle Salts; Seidlitz Mixture; Santonin; Senega Root; Shellac; Manaca Root.

DECLINED.—Balsam Tolu; Carbolic Acid; Coriander Seed; Lobelia Seed; Ipecac Root; Nitrate of Silver; Opium; Oil of Sassafras; Quicksilver; Strophanthus Seed; Sarsaparilla; Spermaceti; Thymol.

Business has moved along during the past month mostly in ordinary routine, and inquiries have been largely for jobbing quantities. The multiplicity of detail in the machinery of business incident to the first month of a new year is gradually being disposed of; and improvement in the number and bulk of transactions is looked for, the latter part of the month having brought an increase in mail orders, as well as evidence in other ways of a more active market. Fluctuations in price have been inconsiderable.

OPIUM.—A very dull market has to be reported, as also a decline in price, the latter brought about, it is believed, by competition between dealers, as to accord with latest advices from abroad an advance should have been made. The situation is peculiar, and the future of the article is still problematical. The lower price has not resulted in increased demand.

MORPHINE.—The market is easy in tone, owing to existing conditions in the opium market. Prices are, however, well maintained on the old basis; and this applies also to Codeine.

QUININE.—The last Amsterdam bark sale was at an advance, which resulted in a firmer market, but without changes in manufacturers' prices. Demand is somewhat improved, both from consumers and in a jobbing way; but no better prices are looked for at present, although, as stated, the market has a decidedly better tone.

COD-LIVER OIL.—The market is very firm and an advance is imminent. Supplies in round lots are not to be had at old prices, and foreign markets are strong. Bergen reports a small catch and poor livers, as also a depletion in the fisheries through the appearance in those waters of seals. Reports from the Lofoten fisheries are yet indefinite.

ESSENTIAL OILS.—Rose Oil is firm in price, Lemongrass easy. For Citronella there is an increased demand, but supply is abundant. Bergamot has advanced owing to strong advices from primary market. There is an improved demand for Peppermint and Spearmint at firm figures, and Tansy is very high in price.

MENTHOL.—The high prices are strongly maintained, and there is no indication that any other condition is to be expected in the near future. The advance in price, as is well known everywhere, has been simply phenomenal, and the causes crop failure, stock short-sold early in the year, etc., until at present few offerings are made, and stocks are becoming rapidly exhausted with no means visible for replenishing them.

ROCHELLE SALTS, SEIDLITZ MIXTURE, and CREAM OF TARTAR have all been suddenly raised in value by the increased cost of crude material, and the higher prices are likely to be maintained by the manufacturers, who have the article well under control.

GUMS.—All articles in this line are in good demand, and the market is strong.

ROOTS.—A very quiet market on all except Senega, on which quotations are firmly maintained, although there is little demand at the moment.

New York, Jan. 28, 1903.

SEA CAPTAIN: There is no hope! The ship is doomed! In an hour we will all be dead! Seasick Passenger: Thank Heaven!—*New York Weekly.*

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BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

Splendid Money Makers for Hustling Wide Awake Druggists

We are manufacturers of the Crescent Shower Bath, which can be used in connection with the bath cabinet, bath-tub, or independently with our water bag.

Vapor Baths are guaranteed to cure rheumatism, neuralgia, colds, blood, liver and skin troubles.

During the next few months is the best time of year to push the business, and we trust you will not neglect to put in a supply of Bath Cabinets this season.

$50,000 is being spent this fall in advertising bath cabinets.

By making a window display and running a few local ads. you can secure most of the bath cabinet business in your town, as people will not send away and have to pay express charges when they can get a cabinet just as cheap from you. We also refer orders and communications to you that are received direct.

This fall and winter more Cabinets than ever will be sold, and a druggist by having a stock on hand to meet the demand will make enough on the sale of same to at least pay his rent. *During this month only we will give to every druggist with his first order, one $7.50 Cabinet free for advertising purposes.*

FOLDS INTO SPACE 3 INCHES THICK.

Robinson Folding Water Bath

Just the thing for homes without bath room conveniences. Excellent for giving baths in sick rooms. Rubber duck, strong wood frame. Send for circulars. Write for territory to-day before it is given out. We also make smaller sizes for children and infants, and Folding Foot Baths. By having a Folding Water Bath on hand you can take many orders among physicians who desire to use them in sick rooms in fever cases where it is necessary to give baths in bedroom, being impossible to take patient to bath room.

YOU CAN MAKE COOKING A PLEASURE BY USING OUR

STEAM COOKER WITH DOORS

Entire meal cooked over one burner. Saves fuel, labor and provisions. Used on any kind of stove. Only cooker made with steam condenser and copper tank, sold on 30 days trial.

This Cooker can also be sold for sterilizing purposes to physicians. Will also distill water. We are selling thousands of cookers now and you would do well to lay in a stock. We have the only cooker on the market with two doors, steam condenser and copper bottom. These are very important features to have in a cooker.

Write at once for catalogues of our different specialties, and our special propositions. We guarantee that you can see money in them. All of our goods are sold extensively throughout the country by druggists.

We can save you money on anything you desire in the way of Syringes, Water Bottles, Atomizers, or any rubber goods, "Goodrich" Brand.

Robinson Thermal Bath Co.,
655 Jefferson St., TOLEDO, OHIO.

Larkin & Scheffer Chemical Co.

OFFER THE TRADE IN JOBBING QUANTITIES:

CHLOROFORM U. S. P.
AND PURIFIED FOR INHALATION.

ETHERS—
NITROUS, SULPHURIC, ETC.

HYDROGEN PEROXIDE—
AN IDEAL PRODUCT.

CALOMEL.

CORROSIVE SUBLIMATE LUMP,
CRYSTALS AND POWDERED.

RED AND WHITE PRECIPITATE

IODOFORM of Special Purity,
IMPROVED ODOR AND NON-IRRITATING EFFECT.

SODIUM SALICYLATE
UNEXCELLED IN QUALITY AND APPEARANCE.

AND A LARGE LINE OF CHEMICALS.

OFFICE, 109 St. George St. LABORATORIES, FIRST AND ST. GEORGE STS., AND LEVEE AND LOUISA STS. ST. LOUIS, MO.

A SPECIAL offer to druggists is extended on advertising page 33. Don't miss it!

ROSENGARTEN & SONS, the old and reliable firm of manufacturing chemists, of Philadelphia, are headquarters for everything in the line of fine chemicals.

Success' price is sometimes high,
They say, but that's all jargon;
Whoever gets Success at all
Is sure to get a bargain.

—*Puck.*

THE Whitney Glass Works, with factories and home offices at Glassboro, N. J., are headquarters for the highest grades of amber, green, and flint bottles and vials.

THE original Castoria is that made by the Centaur Co. of New York City. It should be given preference by all druggists. This Company has always treated the retail druggist squarely, and it deserves every support in return.

IF you are making ready now for the coming soda-fountain season, it is quite likely that, among other things, you will need a few chairs to place along the counter. Upon turning to advertising page 32 you will find illustrations of some furniture which will just suit you.

TOMMY (after he has been to church for the first time): "What did you get out of the funny silver plate, mamma? I only got a dime."—*Harvard Lampoon.*

ONE of the capsule fillers upon the market which is really efficacious, and which saves much time at the dispensing counter, is Eastman's. Write for a circular to L. K. Eastman, 1354 Woodward Avenue, Detroit, Mich.

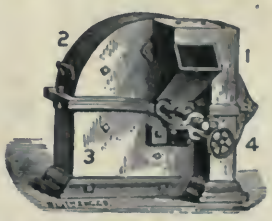
THERE is a rapidly growing demand for saw palmetto in an acceptable form. Such a preparation is now made by the Vernal Remedy Co., of Buffalo, N. Y. Information concerning this excellent product will be found on advertising page 36.

THE traveling men from the Chicago house of Parke, Davis & Co. were tendered their annual banquet by the firm at the Chicago Athletic Association, on the evening of December 29. The branch manager, Mr. J. E. Bartlett, acted as toastmaster

COLLAPSIBLE TUBES
PURE TIN

FOR LIQUID CEMENTS, ARTISTS' COLORS, PERFUMES, SALVES, COSMETICS, OINTMENTS, TOOTH PASTES, ETC.
Manufactured by RAYMOND LEAD COMPANY,
51-59 W. Lake Street, CHICAGO.

DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin*.

MEAD & CO., 20th St. & M. C. R. R. Station B, DETROIT, MICH.

THE GRAND RAPIDS ICE CREAM CABINET. A large assortment of various styles and sizes constantly carried in stock. Can make prompt shipments. These Cabinets are nicely finished and will save their cost in Ice in one season. Have a large amount of unsolicited testimonials on file. We can please you as well as we have pleased others. Write for illustrated catalogue.

Chocolate Cooler Co.
Grand Rapids, Mich.

Manufacturers of Ice Cream and Oyster Cabinets, Chocolate Coolers, Dipping Tables and Candy Boards.

and toasts were given by Messrs. Rowles, Larned, Hayhurst, McKenzie, Hufschmidt, and Curtis. An enjoyable feature of the gathering was the singing of the quartette composed of Messrs. Hurry, Bond, Hayhurst, and Bruhn.

Do you want a lively seller? If so, consult advertising page 21 of this issue of the BULLETIN.

THE next time you want any labels, prescription blanks, or folding boxes, drop a postal to the Central Label Co., of 218 Walnut Street, St. Louis, Mo.

MRS. TRUSTIE: "I always knew that Mrs. Gossippe was a terrible talker, but I thought she was at least conscientious enough to tell the truth. Now I find that she is entirely untrustworthy."

Mrs. Lustie: "Has she only just begun to talk about you?"—*New York Weekly.*

AT a regular meeting of the American Peroxide and Chemical Co., of 88 Maiden Lane, New York, held January 2, 1903, a dividend of seven per cent on the first preferred stock of the company was declared in effect from date of issue. This is evidence of unusual prosperity in a pharmaceutical corporation which has been in existence only nine months.

IF you use a mirror to find your own faults you will forget to use a microscope for those of others. —*Ram's Horn.*

THIS is the time of the year when druggists are sure to have a considerable demand for extract of licorice in stick form. It might be well to remind our readers that the "Scudder" brand, made by S. V. & F. P. Scudder, of Brooklyn, N. Y., is the equal of any upon the market.

REGARDING D—N FOOLS.—Mr. "Tom" Cook, as the President of the New York Quinine and Chemical Works is popularly and affectionately called in the trade, was present last month at a banquet held in Detroit by the members of Parke, Davis & Co.'s Interdepartmental Bowling League. Mr. Cook made a clever remark which is worthy of reproduction. There had been some clashing of wit between Professor Ryan and Mr. Carragan, of the New York office, and something had been said about d—n fools. When "Tom" was called upon a little

ORDERING A

"DORAN" LIGHTING SYSTEM

IS JUST LIKE PUTTING MONEY IN THE BANK ONLY YOUR DIVIDENDS ARE LARGER.

"Doran" Lights make money two ways—First, by saving it (no other good light is so economical). Second, by increasing your business (a growing business demands plenty of light).

SURVEY, IND., Aug. 15, 1902.

Acorn Brass Works, Chicago, Ill.

DEAR SIRS:—We have been using your Doran Light for 8 months and find it satisfactory in every manner, having had no trouble at all.

The appearance of Lamp and simplicity of working are what appeal to us, also the small expense of running.

We burn our lights from 7 P. M. to 11, and the greatest cost for any night has been 3 cts, and we have had a flood of brilliant white light We recommend them.

Yours truly, G. M. WILCOX & SON.

Read what other "Doran" Light users say about them.

Send for catalogue and testimonials.

ACORN BRASS MFG. CO.,

204 FULTON STREET, CHICAGO, ILL.

GOOD AGENTS WANTED IN ALL UNOCCUPIED TERRITORY.

CASH REGISTERS

The **Standard Cash Register** is most admirably adapted for Druggists' use. It gives profitable satisfaction. Thousands say so who use it, and **Ten Million would** if they **had** it. Try one for profit. We have large supply. Also **Paper for all kinds of Cash Registers.** Write for particulars instanter.

J. N. BIDDLE & CO.,

5479 LEXINGTON AVENUE, - CHICAGO.

Central Drug Mills

J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., - NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

later for a few remarks, he declared it as his conviction that "a man who wasn't a d—n fool once in a while was pretty likely to be a d—n fool *all* the while."

PHYSICIAN (at the bar): "Come, won't you take a social glass with me?" Former Patient: "No, thank you." Physician: "What! You refuse?" Former Patient: "Yes; you see, I've been treated by doctors before."

THE Larkin & Scheffer Chemical Co. is one of the most reliable manufacturers of fine chemicals in the country. The laboratories are situated in St. Louis, and the main office is at 109 St. George Street. This house makes a specialty of selling the retail drug trade jobbing quantities of chemicals at close prices.

"COLONIAL SPIRITS" is the very finest grade of purified wood alcohol, and is admirably adapted as a fuel for spirit lamps and the like. Berry Bros., of Detroit, Michigan, are the manufacturers, and they offer to send a free sample with full particulars, to any reader of the BULLETIN requesting the same.

LANSING'S "Glasscine" labels are just as suitable for shelf ware as glass labels, and are considerably cheaper. Drop a postal to R. R. Lansing, 22 Hilsendegen Block, Detroit, Mich., and don't forget to mention the BULLETIN OF PHARMACY. Doctor Lansing will be glad to send you samples and a catalogue.

NOT READY FOR SACRIFICE.—"The doctor would like to see you inside," said the maid to the caller in the reception room.

"Not much," said the startled patient. "He can't try an *x*-ray on me."—*Philadelphia Times.*

HAVE you ever heard of the famous varnish known as "Crystal Rock Finish?" This product, as well as paints and colors of equal excellence, is made by the Buckeye Paint and Varnish Co., of Toledo, Ohio. Write to this house for catalogue and prices, not forgetting to mention the BULLETIN OF PHARMACY.

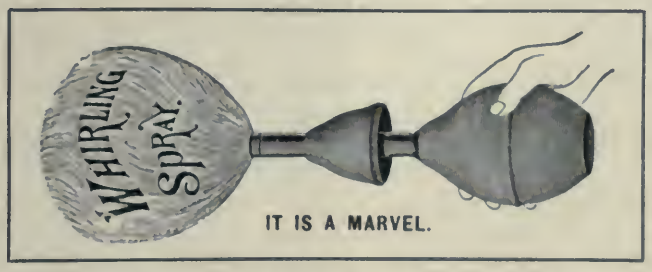
THE Michigan Drug Co., of this city, has recently gotten out a very attractive little booklet introducing the staff of its City Department to the druggists of the town. The portraits and autographs of nine-

THE MARVEL "WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D' HYGIENÉ OF FRANCE, OCT. 9th, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the MARVEL SYRINGE dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

BRANCH OFFICES:
CHICAGO, ILL., 134 LAKE STREET.
SAN FRANCISCO, CAL., 593 MISSION STREET.
MONTREAL, CANADA, 53 ST. SULPICE STREET.



BRANCH OFFICES:
PARIS, FRANCE, 42 RUE DU MARCHE.
LONDON, ENGLAND, 11 QUEEN VICTORIA STREET.
SYDNEY, N.S.W., AUSTRALIA, 416-418 GEORGE STREET.

FULLY PROTECTED BY PATENTS. ALL JOBBERS SELL IT.

THE MARVEL COMPANY, SOLE PROPRIETORS, TIMES BLDG., NEW YORK.

teen bright and happy young business men are printed in the booklet. The presentation of the staff in this unique manner can scarcely fail to make a good impression and to show the druggists of Detroit that the Michigan Drug Co. is anxious to serve them in the best and most intelligent manner possible.

MRS. NEWLYWED (timidly): Is there any difference, Bridget, between washing soda and baking soda? Bridget: Sure an' there's a dale of diff'rence. The wan's the wan and the ither's the ither.—*Brooklyn Life.*

LIVE druggists are already getting ready for the soda-fountain season. Doubtless a good many of the readers of the BULLETIN have never purchased an ice cream cabinet. Don't put it off any longer. Consult the ad. on advertising page 25 of the Chocolate Cooler Co., of Grand Rapids, Mich. Here is an instrument that will just hit your need!

IT is possibly a little late in the day to make mention of it, but it may still interest the readers of the BULLETIN to know that Major Kramer took all of the employees of the Sterling Remedy Co. to

IMPORTED AND DOMESTIC

TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

Chicago during the holidays and entertained them at the theatre. The play was Hoyt's well-known "Bunch of Keys." A special train was had for the occasion; supper was enjoyed at the Lehr House; and the entire parquet and dress-circle of the opera house was filled by the Cascaret people. Attica was reached again about midnight, after a most enjoyable treat.

THE FUNERAL OF AN ANCIENT EGYPTIAN.—In a paper read last month before the Men's Class of the Jefferson Avenue Presbyterian Church of this city, Harry B. Mason explained that

> The body of an educated and wealthy Egyptian was embalmed with almost inconceivable care and thoroughness; the burial was performed amidst the most imposing ceremonies; the tomb was costly and elaborate in structure, and made beautiful with a wealth of furnishings, statuary, inscriptions, and mural decorations. And all this was done through the firm belief that some thousands of years hence

"Liquid" PORTABLE STEEL SODA FOUNTAINS

WE have spared no expense in making "LIQUID" PORTABLE STEEL SODA FOUNTAINS the best and most reliable fountains on the market. They are built throughout of the very best grade of steel—manufactured especially for soda fountain construction, and bottom hoops are electric welded. They have, also, an extra heavy lining of spun sheet block tin.

Our "ELECTRIC WELDED" STEEL SODA FOUNTAINS are made without side seams, the cylinder being butted together and electric welded under a pressure of 800 pounds to the square inch, thus making the seams in every particular as strong as the solid metal itself.

Every fountain is tested to five hundred (500) pounds pressure to the square inch—and they are fully guaranteed.

All fountain-cocks are made in the most careful manner, of the very best material (rendering leakage about fountain-cock impossible), are made to fit screw or clamp connections, and are fitted with corrugated tin pipes or tubes. Write, wire or 'phone any one of our branches, for special quotations on these fountains.

THE LIQUID CARBONIC ACID MFG. CO.

CHICAGO PITTSBURG MILWAUKEE BALTIMORE KANSAS CITY
NEW YORK ST. LOUIS CINCINNATI MINNEAPOLIS DALLAS, Tex.

the soul would return, revivify the body, and live with it forever in the Kingdom of Osiris—the great god of the underworld and judge of the dead. In order that this end might be achieved the body must be perfectly preserved; the tomb must be so constructed that neither animals, enemies, nor the destructive elements of the soil may cause the mummy any harm; and the dead man's Ka, or genius, which will never leave the mummy so long as it lies in the tomb and continues in a preserved state, must be provided with a dwelling-place of beauty and comfort, and eminently fit and proper for the Ka of so great a man.

WIRELESS message from Australia to the BULLETIN (it came by mail) states that Stearns' Czarina perfumes stand first over there and are great sellers. There are mighty few places on earth where the Stearns Label is not favorably known, for if it is not known favorably it is not known at all.

IT is quite evident, from recent prosecutions by boards of health and similar bodies, that pharmacists will in the future be more and more compelled to look after the quality of their medicaments. In no line of articles will this be more true than of chemicals. Chemicals for medicinal use should be of the very highest quality. A case in point is sodium salicylate. This salt is likely to contain phenol impurities. The product bearing the "H. & F." brand is guaranteed to be free from these contaminations, to be pure white in color, to be perfectly soluble, and to form colorless solutions even when concentrated. The druggist who specifies "H. & F." when ordering sodium salicylate can make no mistake.

INGENIOUS EDITOR HAYS!—

She came to the drug store for myrrh,
And said to the young man: "Kind syrrh,
I've expect'rated phlegm
On my handkerchief's hegm"—
But he sold her instead balsam fyrrh.

The fact is he thought she had phthisis,
And as on that he'd written a phthisis,
He now felt as though
He had a good shough
To tear some old ideas to phphisis.

Just then in walked the old Dr.,
And the language he used so Shr.
She had a conniption,
He wrote a prescription,
And then for two dollars he Sr.

—FRANCIS B. HAYS, in the *Southern Drug Journal.*

A GOLD MEDAL FOR THE MARVEL COMPANY.—The Marvel Co. has received from the Société D'Hygiene of France a gold medal, diploma, and certificate of approbation for the Marvel "Whirling Spray" Syringe as the best and most approved va-

LANOLIN

"BRITISH"

HYDROUS U. S. P. and ANHYDROUS.

LIVERPOOL AND LONDON, ENGLAND.
MONTREAL AND TORONTO, CANADA.

WHY PAY FANCY PRICES!

WE GUARANTEE OUR PRODUCT U. S. P.

PRICE 30c. PER LB.

F. O. B. NEW YORK.

If your Jobber does not keep it, send to us direct—he is handling something which pays him better.

1 LB. CANS, 30c. LB.; 7 LB. CANS, 28c. LB.;
14 LB. CANS, 27c. LB.; 28 LB. CANS, 25c. LB.

Special Quotations for Veterinary and Commercial Grades.

EVANS AND SONS, Lim., 133 WILLIAM ST., NEW YORK.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . . $1.00 SIZE . . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50c. SIZE . . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS.

DR. J. C. HOOD, LOUISVILLE, KY.

ginal syringe ever invented. This is the first instance that this honorable society has given its approval of an article of this kind, and the Marvel Co. is to be congratulated in having a syringe of such intrinsic value that the most prominent society of physicians in the world will give it its unanimous approval. The Marvel Syringe is being more extensively advertised than ever before, and is, without doubt, the best selling article of its kind on the market. Druggists who have not stocked it should do so at once. It can be obtained of all jobbers or direct from the Marvel Co., Times Building, New York.

"YES, he is trying to organize a new club."

"I thought he belonged to about all the clubs in town now."

"Yes, he does. That's what suggested the new one."

"How so?"

"Why, the new club is designed to enable a man to know just what clubs he belongs to, where they meet, and when. Bixby says the idea is enthusiastically received. He wants to call it the Index Club, and limit the membership to men belonging to ten clubs or more."—*Cleveland Plain Dealer.*

THE UP-TO-DATE TRAMP.—Lady of the house: "See here! I want you to quit ringing this bell. Don't you dare to come here again."

Tramp (a joker): "Very well, madam, as long as you insist, I'll have my valet cross your name from my visiting list."

Your Soda Fountain

WILL SOON NEED YOUR ATTENTION.

In selecting your fruit syrups for 1903, take time before placing your order and buy the brand you know and have a guarantee to be **pure.**

The DUROY BRAND CONCENTRATED SYRUPS and CRUSHED FRUITS are positively the PUREST and BEST.

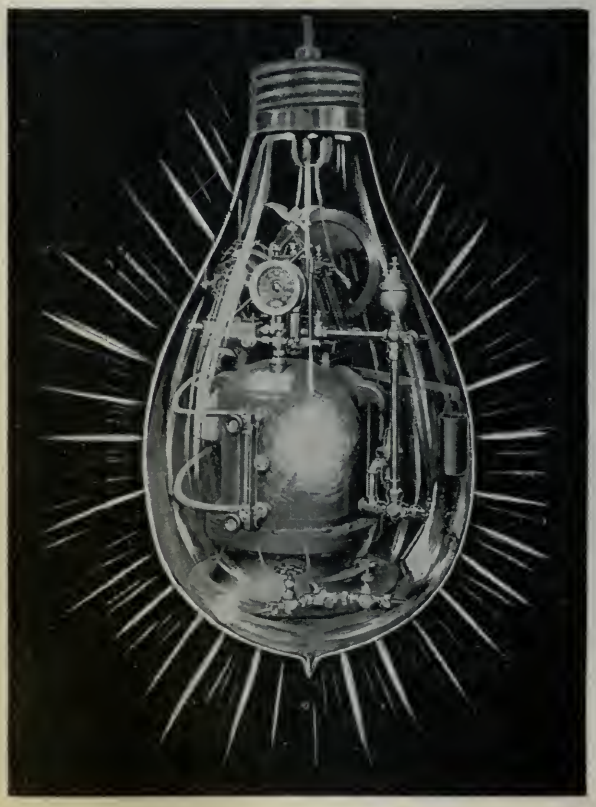
Do not place your order before you get **our** prices and examine our samples.

Your correspondence solicited.

Address, THE DUROY & HAINES CO., SANDUSKY, OHIO.

"LIQUID" LIGHT ON THE SODA WATER BUSINESS.—Between pages 16 and 17 of this issue of the BULLETIN will be found the latest advertising insert of The Liquid Carbonic Acid Manufacturing Company. As the advertising matter of this concern has, within the past six months, become a synonym for originality and general excellence in modern publicity, it is scarcely necessary for us to say more than that while each month's productions have seemed to touch the limit of possibilities in effective commercial literature, the succeeding month has always brought out something even better than previous efforts. The Liquid Carbonic Acid Manufacturing Company has assuredly set the pace, not only for all of its competitors, in the production of distinctively high-class apparatus, supplies, etc., in its lines, but also for the advertisers of the world, in its down-to-date publicity.

The insert appearing in this issue of the BULLETIN is an artistic production in three-color process, the first page showing "A Liquid Carbonator Lighting the way to a good soda-water business," through "Liquid Fruits" and "Diamond Brand Crushed Fruits." This idea is aptly illustrated by means of a large electric light bulb, in which is encased one of the "Liquid's" famous "Perfection Electric" Carbonators. The rays of light from the bulb are thrown upon a very attractive grouping



Breaks All Records

Mull's Grape Tonic sales lead all other constipation cures in every locality in which it has been introduced. On the American market but two years.

Do You Want a Lively Seller?

We will make a liberal offer to hustling druggists everywhere. Unique and intelligent advertising has made this the success of the year. Write us for particulars. Trade supplied by jobbers at $4.00 a dozen.

MANUFACTURED IN AMERICA ONLY BY

The Lightning Medicine Co., 2101 Third Avenue, Rock Island, Ill.

of fruits, in the center of which, in perspective, is shown a modern dispenser of soda water serving his trade—this, of course, from a "Liquid Fountain" and with "Diamond Brand" liquid fruits and crushed fruits as a basis for his beverages.

On the second page of the "Liquid's" insert is shown an exquisite three-color reproduction of one of their newest fountains, The "Chrysanthemum." This fountain embodies in its construction and operation all of those good points peculiar to "Liquid" fountains, and is designed for large capacity in limited space. It is fitted, as are all "Liquid" fountains, with the "Liquid's" special patterns sanitary and hygienic porcelain syrup jars, which are guaranteed to keep the syrups always perfectly cold, fresh, and free from any possibility of contamination by dirt or germs. It is claimed for "Liquid" fountains that they have embodied in their construction the only thoroughly down-to-date, practicable, and perfectly hygienic system of soda-water dispensing, something which with bottles or any similar obsolete system cannot possibly be secured.

For catalogues, or for any desired information concerning any of the "Liquid's" various lines, write, wire, or 'phone any one of their numerous branches at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

Von Minor: "It's wonderful the way that long-distance walker keeps going. Just think of walking six days in succession!"

Van Major: "Oh, well; he's had special advantages."

"In what way?"

"Practice at night. He's the father of seven small children."—*Cincinnati Commercial Tribune.*

The Success of Popularity!—Evidently Mr. W. H. Hill, Secretary and Manager of the W. H. Hill Company of Detroit, seems to understand how to retain the good-will of his employees, whether it be among his traveling salesmen or those employed about the factory. At the annual gathering of salesmen in July last he was surprised by the presentation of an elegant loving cup from the traveling men. The presentation took place while they were all enjoying an outing at the Flats. Again at Christmas, while distributing remembrances among the employees of the factory, which is his usual custom in his endeavor to make others happy, Mr. Hill was again surprised by being made the re-

BUCKEYE PAINT AND VARNISH CO.

PAINT, COLOR
and
VARNISH MAKERS.

SOLE MANUFACTURERS **CRYSTAL-ROCK FINISH.**

Write for Catalogue and Prices. TOLEDO, OHIO.

YESBERA MFG. CO.
TOLEDO, OHIO.

THE BEST YET! Our 1903 Product in **Furniture of Steel**

An exemplification of the qualities of elegance of design, beauty of finish, strength of construction, these goods possess some points of particular advantage over anything that has yet been produced, embodying at once certain desirable qualities that have seldom been attained together.

STOOLS, CHAIRS, TABLES, for the up-to date outfitting of Ice Cream Parlors, Confectionery Stores, etc. In keeping with the most elegant of soda fountain appointments.

Write us for our proposition to show you a sample.

YESBERA MFG. CO., - - TOLEDO, OHIO.

cipient of a handsome smoking jacket. The kind regards of the employees went with the gift, and he was wished a Merry Christmas, a Happy New Year, and many years in which to enjoy the comfort of the garment.

"AUNTIE, you are the most charitable person I ever saw. You have some excuse for everybody."

"Mebbe I do, child, but you know I allers believed pretty firmly in Satan, and when anything happens I jest blame him instead of my poor, weak fellow-critters."—*Washington Times.*

THE California Fig Syrup Co. closed the year 1902 with the largest sales which had ever been experienced during the entire history of the business. An even larger increase is looked forward to during the present year. The house feels that it cannot do better for the drug trade and for itself than to spend a large amount in advertising during 1903, and with that object in view has contracted for a total expenditure for advertising purposes of about half a million dollars, covering not only the United States, but also a number of foreign countries. The contracts will cover many places not previously reached, and the good effects will assuredly be felt. The company is also aiming to make its advertisements larger, neater, and more attractive than ever before. It only remains to be added that this house has always treated the druggist squarely, and that its efforts towards a larger business should be cooperated with for the mutual benefit of both the druggist and the proprietor.

"JANE has found such a cheap tailor, and he has the loveliest taste!"

"I suppose Jane will do her best to monopolize him?"

"Of course she will."

"She's tried that before and failed."

"She'll succeed this time. She's going to marry him."—*Cleveland Plain Dealer.*

THE "M. C. W." TANNINS.—Our readers will observe by the advertisement of the Mallinckrodt Chemical Works in this issue that they are now manufacturing a tannic acid of the U. S. P. standard. It is a well known fact that the ordinary grades of tannin generally found on the market have been unsatisfactory, in that they dissolve imperfectly and in other respects fail to answer the U. S. P. requirements. This new "M. C. W." tannin will be found to dissolve readily in either alcohol or water, and will, no doubt, meet with ready favor amongst

$1.00 WORTH FREE ON $1.75 ORDER.

SPECIAL OFFER!

To more widely introduce Elite Toilet Specialties we offer a 2-oz. bottle of Elite Rose Sachet (Retails 50c per oz.) FREE with the first order only for 3 doz. of any one, or 1 doz. of each of the following: Elite Camphor Ice, in tubes; Elite Camphorated Mutton Suet, in tubes; Elite Cold Cream, in jars. This Special Offer does not apply to subsequent orders: only to the First Order from each retailer. These retail at 10c each, and job at 60c doz., $1.75 for 3 doz., $6.25 per gross.

Elite Toilet Specialties are handsomely packaged, make an elegant show, sell quick, and through sterling merit maintain a continuous sale, yielding a larger profit than any other similar line on the market.

Cocoa Butter, Headache Cologne, Perfumes, Toilet Waters, etc.

Send 25c and we will send you a ten cent package of each of the Cold Cream, Camphor Ice, and Mutton Suet, and 1 oz. Sachet. Mention the Bulletin of Pharmacy when you order. Be sure to state what Jobber we shall ship through.

ELITE TOILET CO.

NASHVILLE, TENN. NEW YORK, N. Y.

critical dispensers. The "M. C. W." U. S. P. tannin may also be obtained at a somewhat less cost in the powdered form, and may be preferred by some on account of its being less bulky and more convenient for dispensing. The Mallinckrodt Chemical Works still manufacture also the *regular* grade to supply the demand for a cheaper article, and claim it to be of better quality than most other tannins on the market sold at a similar price.

Undergoing Torture.—Dr. Molar (kindly): "Now, does that hurt?"

Phiz: "I don't mind you working on the tooth so much if you will only keep your sleeve button out of my eye."—*Meyer Bros. Druggist.*

Drug-store Advertising in India.—It probably will be interesting to readers of the Bulletin of Pharmacy to know that the well known drug-store advertising concern, M. P. Gould Company of New York City, who are furnishing so many druggists in this country with advertising, are also meeting with great success in foreign fields. They inform us that their System, which is advertised on another page of this issue, is now used by druggists in India. They also inform us that their System is not only used by over eight hundred druggists in the United States, but by druggists all over Canada, all over England and Australia, New Zealand, South America, West India, and in many cases in European continental countries. We should think that almost any druggist would be interested in knowing more about this Advertising System. Druggists will note, by referring to M. P. Gould's advertisement in this issue, that there is a special offer of the first month of this System absolutely free.

Address your request for the pamphlet mentioned in the advertisement to M. P. Gould Company, Bennett Building, Fulton, Nassau, and Ann Sts., New York City.

The Observer Wanders from his Customary Corner and Tells a Non-pharmaceutical Story.—It may cause the Observer's readers some surprise to find him holding forth in this part of the Bulletin, but he has a little experience to relate which is scarcely pharmaceutical in nature, and which he consequently feels a little delicate about putting in his customary Column.

The Observer is something of a crank (he might as well confess it!) on tennis; and last summer he and three friends had some rare sport during the

long summer evenings. They played by suffrance on the grounds of a private school, and they had an arrangement by which they paid the janitor 25 cents every time he marked out the court. A happy expedient was finally hit upon in the distribution of this expense: the Observer and his friends "matched pennies" to see who "stood the jar" each time.

Well, on one occasion the janitor had earned three quarters without being paid, and the Observer suggested as the game was about to begin in the evening that they had better "match" and square things up. There were then but three players, and it was decided that the "odd man" should consider himself defeated, and that each quarter should be matched for in turn.

Dr. A. had gotten into his tennis "togs" and had no change in his pocket. The Observer loaned him a copper for the occasion and the fun began. The first match showed Dr. A. to be the "odd man." The second found him in the same position. He grumbled. "It's this blasted cent I borrowed of you, Mr. Observer," he spouted.

The coins were thrown down for the third time; each hand was slowly lifted; and Dr. A. was the "odd man" again.

This was too much! "Here, take your damned old cent," he blurted out, flinging it at the Observer in disgust.

The Observer and his friend rolled about on the grass and relieved their aching sides, while Dr. A., naturally unable to see the joke, walked off in high dudgeon.

But his dander was up, and it must be confessed that he swept the earth with his opponents in tennis that night!

American Soda Fountain Company.—If you are a dispenser of soda water and desire to increase your profits, it will pay you to scrutinize closely the handsome advertising insert of the American Soda Fountain Co. between pages 8 and 9 of this month's issue of the Bulletin. The consumption of soda water has increased marvelously during the last decade.

The wise old fellow on the first page of the insert tells his own story. The great American public are a "finicky" lot, and their soda-water patronage goes to the man who uses every effort in his power to have things just right. Just right means an "American" fountain, "American" fruit syrups, crushed fruits, and supplies. "Fruit Floss" is a brand new thing, and will attract much trade. Write for information.

On the second and third pages of the insert are shown the Sanford, Fredonia, Rockwood, and West-

All Your Advertising

FOR $2.00 PER MONTH

Our System of Advertising is by far the most satisfactory service that we have ever furnished to retail druggists. It is now used by over eight hundred druggists of this country, and by druggists all over England, Canada, Australia, New Zealand, in India, South America, Switzerland, Hawaii and the West Indies. Could any system be used by so many firms in so many countries if it was not an exceptionally good one? We know that it is good. We want you to know as much as we do about it. Our large pamphlet which we will send you free, tells you just exactly of what our "System" of advertising is composed. When you receive this pamphlet, with our explanatory letter, you will see that we are certainly offering you a service which will strike you as exactly what you need. The System is adapted to all drug stores, big or little, and furnished to **Only One Druggist in a Locality.** Helps you to advertise to the physicians as well as to the people; covers all departments of your store; in fact, furnishes you a complete advertising service. You will like it the same as the hundreds of other good druggists are liking it to-day.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the Bulletin we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

February

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

RENEWALS ARE WHAT COUNT.

"Enclosed find contract signed for another year of your 'SYSTEM.'"—W. G. Gregory, Buffalo, N. Y.

"Enclosed find contract signed for another year of 'SYSTEM.'"—Laflin Drug Co., Wymore, Neb.

"Enclosed find order for renewal of contract for another year of your 'SYSTEM' of Advertising."—Paxson & Rockefeller, Butte, Mont.

"Enclosed find renewal contract for another year. We regard your 'SYSTEM' of material aid to us."—Chas. L. Wright, Webb City, Mo.

"We are pleased with your 'SYSTEM.' Enclosed find contract for another twelve months."—The Chas. H. Sagar Co., Auburn, N. Y.

"We want your 'SYSTEM.' Find enclosed contract for another year."—Houskworth Bros., Elkhart, Ind.

"We are more than satisfied with your 'SYSTEM.' Find enclosed our contract for another year."—Drushl & Franken, Salt Lake City, Utah.

"Of course we want your 'SYSTEM.' Find enclosed contract for another twelve months."—Wm. M. Eames Drug Co., Manchester, N. H.

"Nearly one thousand prominent druggists using this 'SYSTEM.'"—M. P. Gould Co., New York, N. Y.

M. P. Gould Company

Drug Store and Medical Advertisers
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

bury fountains—all handsome types of apparatuses from the four different factories of this great company. "American" fountains are peculiar in that they are built upon specifications which require absolutely the best materials obtainable in their construction. They are of the highest possible quality throughout, and are the cheapest apparatuses on the market for this reason. The long time and easy payments offered by this company are great attractions to buyers, as it enables the dispenser to make his new apparatus pay for itself from its own receipts. The company will accept a very small payment in cash and give extremely long time on the balance.

The day has passed when the soda-water dispenser is obliged to pay 10 cents a gallon for tank water. The introduction of the Reliable automatic carbonator has transmogrified things to such an extent that better soda water is now obtainable at about one-tenth its former cost. The Reliable is connected direct with city pressure, requires absolutely no attention, and does its work in the most perfect manner. The most successful dispensers of soda water in the United States are enthusiastic in their praises of the Reliable. Do not buy a carbonator until you have examined into the merits of this machine. Full information concerning the Reliable sent on application to any office of the American Soda Fountain Co.

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, and results.* It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

VERNAL SAW PALMETTO BERRY WINE FILLS A WANT WHICH NO OTHER PREPARATION CAN SUPPLY. THERE IS NO OTHER WHICH IS EVEN SIMILAR.

VERNAL SAW PALMETTO BERRY WINE

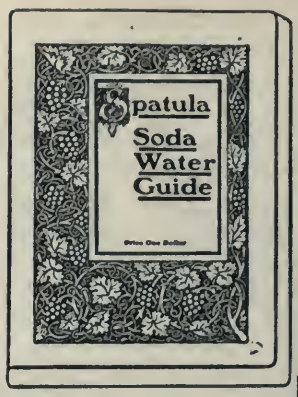
THERE IS A RAPIDLY GROWING DEMAND FOR SAW PALMETTO IN AN ACCEPTABLE FORM. OUR PREPARATION IS NON-SECRET. YOU KNOW WHAT YOU ARE SELLING.

VERNAL REMEDY CO. BUFFALO, NEW YORK.

YOU SHOULD HAVE OUR PREPARATIONS IN STOCK. WE ARE INCREASING ADVERTISING. WE GUARANTEE SALE. PUT THEM IN STOCK AND IF YOU HAVE NO DEMAND WE WILL TAKE THEM OFF YOUR HANDS.

	Retail Price.	Price Retail Drug Trade Per doz.
Vernal Saw Palmetto Berry Wine . .	$1.00	$8.50
Vernal Saw Palmetto Berry Wine . . NON-CATHARTIC.	1.00	8.50
Vernal Female Tonic	1.00	8.50
Vernal Iron Nerve Food Tablets .	.50	4.00

F. O. B. BUFFALO.



$500 to $1000 EVERY MONTH

Can be made from your Fountain if you study and follow this book

450 SUBJECTS

and more are touched upon in the Spatula Soda Water Guide. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box, and what to do with all the numerous accessories that now go with a fountain.

ITS FORMULAS

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

Price Postpaid with THE SPATULA, one year, $1.50, Without THE SPATULA, $1.00.

THE SPATULA, - BOSTON.

PARKE, DAVIS & CO. OPEN A NEW BRANCH HOUSE AT MEMPHIS, TENN.—That it may afford a better and speedier service to its patrons, especially in the territory tributary to Memphis, Tenn., the house of Parke, Davis & Co. has established branch headquarters in that city, at 320-324 Main Street. The new branch will be managed by Mr. Curtis W. Turner, who is well known to the trade and who will make it his business to see that Parke, Davis & Co.'s popular lines of pharmaceutical and biological products are placed within reach of the wholesale and retail druggists in the Memphis territory. All orders will be filled with the utmost celerity, and particular attention will be paid to emergency or telegraphic orders for Antitoxins, Vaccine, etc. Correspondence with the trade and physicians will receive the courteous and prompt consideration for which the home office has so long been famous, and which has come to be looked upon as the Parke, Davis & Co. way of doing things. Indeed, everything necessary will be done to place the resources of the Detroit laboratories, the greatest pharamaceutical laboratories in the world, at the service of the many patrons of the house resident in this section of the country. The Memphis branch will carry a large and perfectly assorted stock, with a complete equipment of samples, circulars, leaflets, and other literature. A cordial invitation is extended to drug men in general to call, when in Memphis, and make themselves at home, at 320-324 Main Street.

ILLUSTRATED ITEM FROM THE BAZOO WEEKLY.—"The village debating society held its usual meeting last evening. Questions of State were discussed in the same old intelligent manner."

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EDITORIAL.

WHO SHOULD PAY FOR IT?

In recommending recently that the expense of enforcing the pharmacy law be borne by the State, Governor Yates, of Illinois, has taken a step which we hope is indicative of a new order of things. Heretofore this expense has always been shouldered by the druggists themselves. The State boards of pharmacy—the enforcing bodies—have always secured their funds from examination fees for the most part; and within more recent years these funds have appreciably been added to in perhaps five or six States by a renewal tax of from one to one and a half dollars imposed annually or biennially upon the registered druggists of the commonwealth.

That the pharmacists themselves should thus bear the expense of enforcing and administering the pharmacy laws is of course grossly unfair, for these laws are not primarily in their interests. Pharmaceutical legislation is not enacted for the benefit of pharmacists. In this country, indeed, there must be no legislative action in the interests of any class in the community; the public weal can be the only object of legislation; and this is as true of pharmacy acts as of any other class of measures. Placed upon the statute books, then, to conserve and protect the public health, pharmacy laws should be enforced at the expense of that public in whose interests the laws are enacted. Other such laws, indeed, *are* enforced at the public expense; other State boards than those of pharmacy are supported out of the public funds. Why this discrimination?

Still, there is another side to the question—a side which must not be ignored. It is true that pharmacy laws are enacted in the interests solely of the public health, but it is also true that they are *indirectly* of benefit to pharmacists themselves. And this indirect benefit is great enough to make it eminently wise on the part of pharmacists to see that the laws are enforced if the State refuses to do this itself. The States with one voice have always so refused; they have never been willing to do their duty; and the BULLETIN has argued that rather than let this duty go undone the pharmacists had better do it themselves.

But now it begins to look as though the State was coming to realize the obligations under which it rests. Governor Yates, in his annual message to the Illinois legislature a few weeks ago, expressed this opinion:

> The work of the State Board of Pharmacy has been of a most commendable character. There is now a better observance of the pharmacy law throughout the State than ever before. Yet there is much work remaining to be done in order that a full compliance with all of the provisions of the law may be secured. At present the board is sustained entirely by a tax on the druggists of the State in the form of an annual renewal fee. *There is an element of injustice in this.* I think that the tax should be either greatly reduced or abolished altogether. I can conceive of no reason why the State Board of Pharmacy should not be placed upon the same basis as other State boards, and be supported, *at least in part,* by a State appropriation. This, it seems to me, would increase its independence, and would place it in a position to enforce the law more thoroughly than under existing conditions.

The implied recommendation is, it must be confessed, rather mild, but that it should be made at all

indicates a change of thought which bids us take cheer. Let us hope that the Illinois legislature will respond to the governor's suggestion, and that the governors and legislatures of other States will follow in their path. Meanwhile, however, the BULLETIN is strongly in favor of renewal taxes, and strongly in favor also of enforcement of the laws at the hands of pharmacists themselves. Let us work strenuously to have the State discharge its just obligations, but let us have the law even if we have to pay for it ourselves!

A SUGGESTION TO THE STATE ASSOCIATIONS.

The State-association season is not many months off, and wide-awake presidents, secretaries, and executive committees are getting things in readiness for successful gatherings. Considerable alarm has been caused during recent years in several States because the attendance at the annual gatherings has shown a constant decrease, and much discussion has been had over measures to stem the tide. It is not our present purpose to attempt an enumeration of all the factors which have played a part in this phenomenon. We shall content ourselves here with the simple and indisputable statement that one reason why many association meetings have been poorly attended is because so little of benefit and pleasure was provided the members—because there were so few good things on the menu.

At every meeting there ought to be two or three pleasant social events at which both the men and their wives may regale themselves, and there ought to be still more entertainment—entertainment systematically planned and carried out—for the wives while their husbands are in attendance at the sessions. A great many men will not attend a meeting unless they can take their wives along and make an outing of the occasion; and the wives will not go more than once if they do not "have a good time."

And then, more important still, the meeting itself must be full of profit and interest. It may as well be confessed frankly that many association gatherings are dull and stupid things. The president reads his address; the secretary presents his report; the treasurer tells with infinite and tedious detail how he has disposed of every individual penny of the association's wealth; a few delegates spout for a more or less lengthy season; a resolution or two is offered; and then adjournment *sine die* (with emphasis on the *die*) is taken! Delightful and nourishing programme, isn't it?

Now what we want especially to suggest is this: Get good, practical, live, wide-awake papers if you can, but, if you can't get them, arrange for discussions. It is always hard and frequently impossible to get men to write papers—certainly to get the proper men to write them. But it is the easiest thing in the world to get such men to jump up and talk in a discussion. Announce, for instance, that there will be an interchange of experience on window displays; that different members will tell about new advertising dodges they have conceived and carried into effect during the past year; that specimens of advertising circulars and booklets will be shown; that there will be a "question box" and an extemporaneous discussion of such subjects as are found mentioned on the slips gathered in this manner.

It would be easy to get druggists to talking about these practical and all-important things; and the result would be an interchange of experience which would make the meeting one of inestimable profit. Every man present would be trading *his* brains for the brains of a hundred other men. He would be shrewd enough to know that the bargain was a good one, and he would be found on hand the next year for another one of the same sort!

A CHEMICAL REVOLUTION.

It has been frequently pointed out that iron is the very basis of our industrial activities; and it may be added that nitric acid plays a scarcely less important part in chemical industry than iron does in the field of industry at large. Without nitric acid hardly a single branch of commercial chemistry could be carried on; and yet, absolutely essential as this substance is, we are facing the possibility of a great reduction in its supply. We have hitherto been dependent for it upon the natural deposits of niter; and these now seem to be in imminent danger of exhaustion. Niter (potassium nitrate) is the result of the action of a microörganism which brings the nitrogen and oxygen of the air into combination; this process is of course continuous, but it is a very slow one; the product of a century is consumed in a single day; and when nature's laid-up store has been used, where shall we get the acid which is so necessary for the continuance of the chemical industry?

This important question, it is interesting and gratifying to know, is being answered by electrical science in what bids fair to be a conclusive manner. The nitrogen and oxygen of the atmosphere, made heretofore to combine naturally by a microörganism, will in the future be made to combine artificially

and far more rapidly by the electrical spark. This, in a word, is the solution of the problem discovered by Charles S. Bradley a year or two ago and now being developed by a company at Niagara—that seat of great electrical power and future center of enormous and varied electrical activity.

Priestly discovered in 1785 that when an electrical spark is discharged through air a chemical change is produced in the elements of the atmosphere. Air, it will be remembered, is for the most part a physical mixture of about two volumes of oxygen to eight of nitrogen; and the electrical spark simply causes these two elements to unite chemically, with the probable formation of various oxides of nitrogen. Basing his process on this well known phenomenon, Bradley has constructed a new kind of machine capable of making and breaking 414,000 powerful arcs per minute. Air is driven through this machine and comes out laden with nitrous gases, which are then brought in contact with solutions of different substances, resulting in the formation of different salts. If these gases are brought in contact with caustic potash, potassium nitrate (saltpeter) is the result; and if combined with caustic soda, sodium nitrate is similarly formed. In like manner almost any of the nitrates may be formed by this simple combination with appropriate bases.

Mr. Bradley's experiments are full of interest, and it seems more than likely that they will solve satisfactorily this pressing problem of industrial chemistry.

LEECHES.

Reference is not made in the foregoing caption to human leeches. The "real thing" is meant. And what we want to do is to mention some of the interesting things that were said in a discussion on the subject of leeches at the last meeting of the Pennsylvania Pharmaceutical Association. There was, for instance, a great discrepancy of experience and opinion as to the extent to which leeches are now used. Mr. Patton, ex-president of the A. Ph. A., said he had not had a call for a leech in ten years. Mr. George, a member of the Pennsylvania Board of Pharmacy, declared that he handled a good many of them, and probably sold not less than 200 every year. He made the statement, however, that for the most part they were used by Hungarians, Poles, and other foreigners; and Dr. Lowe reported that in the coal regions of Pennsylvania, where fights are frequent and black eyes numerous, leeches are used freely to relieve the congestion of bruises. Sunday, he said, is usually celebrated by scraps, and Monday rarely fails to bring the druggists a large trade in the obliging little animals which relieve the after-effects! Mr. Kline, the well known Philadelphia jobber, gave it as his experience that leeches are still quite largely used in certain sections, and that every jobbing house does a considerable business in them.

Mr. Kline complained that druggists as a class did not seem to understand the nature of leeches. It was frequently the case that a druggist, not keeping them regularly in stock, but having a call for them, would request two or three to be *sent by mail!* It was brought out in the discussion that there are three things by way of preservation which leeches must have: *pure air,* uniform temperature, and fresh water. If sent by mail, and thus denied air and probably moisture also, they would of course die. Mr. George had found that they could be kept in a very healthy condition for six months or so in nothing but plain water if this was changed every few days. If kept longer than that, they must have mud and cobbles to bury themselves in and to scrape off the slimy coat which forms on their skin and causes disease and finally death.

Another statement or two brought out in the discussion is interesting: Asked if he had found it necessary, in applying leeches, to break the skin and start the blood, Mr. George said that, on the contrary, they will almost always take hold without any such coaxing if the skin is perfectly clean. Several speakers corroborated this statement with the declaration that a leech will never break through a dirty skin! Asked also about the price which he got for leeches, Mr. George replied twenty-five cents ordinarily, and fifty cents when he applied them himself. "Leeches at fifty cents apiece," said Mr. Lemberger, "are much more profitable than paregoric at five cents an ounce!"

In the middle of the night not long since a New York wife, aroused to compassion by the rheumatic sufferings of her spouse, began rubbing a refractory hip with a liniment of benzine and turpentine contained in a bottle kept always beside the bed for convenience in emergency. The smarting produced was so intense that the woman thought she had rubbed so vigorously as to produce an abrasion of the skin. To satisfy herself on this point she lighted a match and held it to the spot. Two explosions followed instanter—one from the benzine, the other from the man; and both were loud and vigorous!

THE OBSERVER'S COLUMN.

Everybody has heard, and everybody has laughed at the story of the old farmer who, driven nearly to desperation by the swarms of potato bugs which threatened to bring him to ruin, sent a dollar to an advertiser for a sure means of killing them and received in due time two small blocks of wood with the injunction to put the bug on one and bring the other down on it with a bang! This was amusing enough, and yet, between ourselves, the experiences of many credulous folk with some patent medicines are amusing to quite the same degree.

Only yesterday a friend of the Observer was telling him and a number of others a laughable incident about her grandfather. It seems that the old fellow is 83 years old. He is remarkably bright and well-preserved, however, and were it not for the lumbago would be very comfortable indeed. This causes him much pain and annoyance, and seriously interferes with his well-being.

It so happened that a few weeks ago he ran across a choice specimen of patent medicine literature which had kindly been left gratis on the door-step. Miraculous tales were told of narrow escapes from death—of pain obliterated in the twinkling of an eye—of men who had taken up their beds and walked to work the next morning after a single dose of this, the greatest medicine of the twentieth century. Strangely enough, there were three or four testimonials from lumbago sufferers. More strangely still, one was from an old man of 84, who described his symptoms at some length, and whose relief has been nothing less than marvelous.

"Wonderful, wonderful!" exclaimed the old gentleman as he came to this experience. "Here is a man *just* my age who has had *exactly* my trouble. He was cured by one bottle of this medicine. It is certainly wonderful—wonderful!"

Well, there was nothing to do but to get some of the stuff. He insisted on having it. Marvelous cures had been made of people suffering from his particular complaint, and he knew he could be cured also. So a small bottle was purchased, and the old gentleman began taking it with great expectations. He grew better. The pains bothered him less than they had for months. He was delighted. He told everybody who came to the house of his great good fortune, and sang praises loud and deep to the patent medicine that had done so much for him.

The small bottle was soon exhausted, and he was determined now to get two full-sized bottles—dollar bottles. If a little was good, more would be far better. In due course of time he finished the first bottle, but had to confess somewhat unwillingly that he was no better than when he began it. The second bottle was brought into requisition. He had not been long at this before he became worse instead of better. The old and familiar pains returned, and with them came several new and unfamiliar ones. The more of the medicine he took, the worse he got. But he stuck to his post. He finished the bottle. Still the incoming tide was unchecked, and the old gentleman's indignation broke loose. He became as unsparing in his blame as he had been before in his praise:

"Confound those patent medicine fellows. It's a shame to let 'em deceive people in this way. I'd just like to get my hands on one of 'em. I'd wring his neck until he hollered, and then I'd wring it again!"

Now the Observer does not mean to have this incident convey any moral. He relates it simply as a "camp-fire" sort of anecdote touching upon a phase of human nature with which the druggist is familiar from daily contact. Doubtless the patent medicine was a fairly efficacious product. Doubtless it would have given relief under ordinary circumstances. The old gentleman expected the impossible from it—that was all.

THE MONTH.

A HISTORY-MAKING MONTH.

To use a current colloquialism, there were many things "doing" in the pharmaceutical world last month. The drawn battle between the retailers and the jobbers over the Miles contracts; the developments in the phenacetine crusade in Greater New York; the likelihood of other crusades elsewhere; the cocaine raid in Chicago; the uncommon activity of the drug clerks' associations; the death of Dr. George W. Sloan of Indianapolis—all these events and occurrences combined to furnish considerable history for one short month of twenty-eight days. Of course the greatest interest centered about the attitude of the jobbers towards the Miles contracts providing for the application of the price-restrictive plan to the sale of the goods of this house. Early last month, indeed, the retailers and the jobbers were drawn up in battle array. While the jobbers in the smaller cities of the country had for the most part signed the contracts, those in New York, Chicago, Boston, Kansas City, Minneapolis, St. Paul, and other large centers had been almost a unit in refusing to take this action. The retailers, on the other

hand, had been determined that the direct-contract and serial-numbering plan should go into operation. They had passed resolutions warmly indorsing the plan; they had strongly censured the jobbers who had refused to accept it; and they had declared their intention to fight the battle to the last ditch.

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THE MILES-CONTRACT COMPROMISE.

This was the situation as it existed at the time last month's issue of the BULLETIN reached its readers; and for a couple of weeks thereafter the fight continued. It was perfectly apparent to both sides, however, that such a condition of things should not be allowed to continue, and it was with mutual willingness that a conference was held in Chicago later in the month. The Proprietary Committee of the N. W. D. A. was represented by eighteen members, while the interests of the N. A. R. D. were in the hands of Secretary Wooten, Committeeman Meissner, and Attorney Errant. As was to be expected, a compromise was reached. Mr. Beardsley, of the Miles Company, who was present at the conference, offered to do three things: (1) To adopt a system whereby most of the burden of keeping records of the numbers would fall upon the proprietor, the jobber having only to enter the numbers on a blank card attached to each dozen-package and forward it to the company; (2) to increase the jobber's discount 2 per cent; and (3) to modify the penalty clause so that an "unavoidable error" should not be followed by such certain punishment and the exaction of a ninety-six dollar fine. Furthermore, the jobbers were assured by the representatives of the N. A. R. D. that no other proprietor would be asked to put the plan in operation until the wholesale trade had become familiarized with the Miles contracts, and that in no instance would the plan, as applied to the goods of any proprietor, be put in force before it had been submitted to the Proprietary Committee of the N. W. D. A. On this basis the representatives of the two branches of the trade came together, and it is now to be expected that the plan will be put into universal operation.

* * *

THE PHENACETINE CRUSADE.

Meanwhile the druggists of Greater New York have been much more disturbed over the phenacetine crusade in that city than have been the druggists elsewhere over the Miles controversy. It has been a long time, indeed, since even that storm center of pharmaceutical disturbances has felt such a gale! As our readers know, the Board of Health declared several weeks ago that of 373 specimens of phenacetine secured from drug stores 315 of them were adulterated. During all of last month this report was repeated over and over again in the newspapers; editorials were printed on "frauds in the drug trade;" men wrote letters to the press like that of one O'Hanlon, who recommended that the Health Department "clean out the drug shops just as it had the milk shops;" and druggists were made a target for all kinds of abuse and criticism. In defense of their interests the pharmacists protested that they had not practiced adulteration; the *American Druggist* intimated that the findings of the Health Department had been vitiated by the application of the discredited isonitril test; and letters were poured in upon the newspapers in answer to those which had attacked the retailers. Charges and counter charges fell thick and fast, and the atmosphere was kept in a condition rather more than warm.

* * *

SURPRISING DEVELOPMENTS.

Finally, a committee of the Manhattan Pharmaceutical Association was deputed to visit President Lederle of the Health Department, and, if possible, bring about a retraction of the charges. The report which this committee afterwards made to the association was something of a surprise. Chairman Hitchcock declared that he had been met with overwhelming proof of the correctness of the Department's accusations. Moreover, President Lederle had told him, what has since been announced publicly, that of 215 samples of spirit of camphor, collected by the board, forty of them had clearly been made from methyl or "wood" alcohol! And what is more surprising still, declared Mr. Hitchcock, some of these forty specimens were "secured at the stores of men who are members of this association, and whom we consider A No. 1." This put a new face upon the matter, and what the developments have been since we are not able to state. Regardless of whether or not the Health Department's charges are justified, it is certain that a publicity has been given the affair which is exceedingly unfortunate, and which can only result in damage to the reputation of Greater New York pharmacy in particular and pharmacy everywhere in general.

* * *

CRUSADES FOLLOW ELSEWHERE.

The findings of the Health Department in New York have meanwhile apparently stimulated boards in several other cities to make similar investigations. Phenacetine—the chief drug figuring

in the New York crusade—has been selected for examination by the Board of Health in Washington, D. C.; while charges have been made in New Orleans which are only less sensational than those of Greater New York. It is reported that twelve out of twenty samples collected by inspectors of the Board of Health failed to conform to the U. S. P. requirements. As in New York, much newspaper notoriety has been given the investigation. The *New Orleans Picayune* expressed the opinion that "the Board of Health will certainly be justified in taking vigorous steps to expose this nefarious business, even if the guilty persons cannot be adequately punished." Finally, the Tennessee State Board of Pharmacy, which has, as our readers know, been more or less active for several years in examining specimens collected from the pharmacies throughout the commonwealth, has decided to employ a man whose sole duty it will be to travel through the State and gather specimens for this purpose.

* * *

THE MORAL.

All these developments indicate one thing beyond peradventure: The druggist of the future will be more and more called upon to vouch for the purity and quality of the drugs which he compounds and dispenses, regardless of whom they may be purchased. Legally the pharmacist is a responsible person. His competency is passed upon by the State, and he is declared capable of protecting the public health. To say that a given drug, found impure or deficient in quality, was not made by him, but was purchased of some manufacturer, is really no defense at all. He must examine the drug and know its character for himself. The main defense put forth by the New York druggists in the phenacetine crusade has been that they dispensed the drug as they bought it, and were not aware that it was contaminated. In the eyes of the law this defense would not stand; and it is bound to stand less and less as time goes on. Science is constantly increasing its demands; the medical sciences furnish no exception to the rule; and the pharmacist, in common with other trained public servants of whom a certain degree of competency is exacted, must expect to rest under greater responsibilities in the future than he has in the past. This statement is of course made without particular reference to the conditions in New York and New Orleans. Living at some distance from both places, we have not been able to satisfy ourselves whether the druggists in these two cities have been unfairly accused or not.

"WOOD" ALCOHOL DAMAGE SUITS.

Reference has been made in a preceding paragraph to the fact that the New York Board of Health, in extending its drug investigations, has found a number of specimens of spirit of camphor gathered from drug stores to be made from methyl or "wood" alcohol. In this connection it may be called to the minds of our readers that a Baltimore manufacturer was sued two or three years ago by several individuals who alleged that they had been rendered blind by the ingestion of essence of Jamaica ginger made with methyl alcohol. One of these suits was brought to trial last month in Baltimore. The testimony of the experts as to the harmfulness of methyl alcohol was not uniform, but the consensus of opinion was that the substance is really capable of causing the blindness complained of. The jury, however, failed to agree. Nine members were for conviction, three for acquittal; and so a new trial will be necessary. Strangely enough, about the time the trial was in progress five deaths were elsewhere reported to have been caused by wood alcohol—two in Columbus, Indiana, and three in Albany, N. Y. In both the Columbus and Albany cases it is charged that the substance was sold by druggists when ordinary alcohol—ethyl alcohol—was called for; and the Albany druggist has been proceeded against by relatives of all three of the victims.

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OTHER DAMAGE SUITS.

Nor were these the only damage suits which resulted last month from errors made by pharmacists. The Wood Drug Co. of Springfield, Ky., was asked for $10,000 damages for supplying a woman with strychnine instead of morphine, an act alleged to have caused the woman's death. And, though no suit resulted, a druggist in Philadelphia was censured by a coroner's jury for selling a child potassium chlorate without being sufficiently explicit in the directions for its use as a gargle. The child died as a result. Finally, a drug company of Portland, Me., has been sued for the act of one of its clerks in supplying a customer with blue ointment when "five cents' worth of blue mass" was called for. The plaintiff declared that the substance "salivated him, caused his teeth to loosen, the gums to become inflamed, and his joints to weaken." In reply a representative of the drug company stated, what is perfectly true, that the "ointment" contains but little more mercury than the "mass," and he declared that such results as had been described were simply impossible from such a dose as the plaintiff had taken. Just what the decision of the jury was

we have not been able to discover. The readers of the BULLETIN's "Camp-fire" tales will recall with interest that two or three of the recent contributions to that department have dealt with the commission of the very error figuring in this suit.

* * *

THE COCAINE RAID.

The sensation of the month in Chicago was the indictment of five druggists for the illegal sale of cocaine, and the possibility that other indictments will be forthcoming. The newspapers devoted columns of space to the affair, and gave it thorough publicity. Mr. Bodemann, president of the Illinois Board of Pharmacy, appeared before the grand jury and told the facts concerning the cocaine situation in the city. If the newspapers are to be credited, the conditions are little short of startling, and they make abundantly evident the necessity for a vigorous enforcement of the law. The law provides that cocaine shall be sold only upon a physician's prescription, but the enforcement has always rested with the State's attorney. It is now proposed that it be so amended that the Board of Pharmacy shall become the enforcing body, and that the Board be given power to suspend or revoke the license of any registered pharmacist proved in court to have violated the statute. This is a radical step, but we believe it to be necessary. The cocaine evil is assuming alarming proportions, and effective measures of correction are absolutely essential. It was shown in Chicago that some druggists had a monthly sale of the drug ranging from $500 to $1000; and amazing stories were told of the number of habitués, and of the extent to which a minority of druggists pandered to the trade.

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COCAINE LEGISLATION.

Bearing in mind, then, the necessity of vigorous legislative action in order to prevent the spread of the cocaine evil, it is gratifying to note that several measures are about to be placed upon the statute books of different States. Stimulated by the example set in Chicago, the druggists of Milwaukee have announced their determination to have Wisconsin supplied with an effective cocaine act. Effort has been made for several years to have such a measure made law in Pennsylvania, and it is evident from recent reports that the agitation will be continued in that State. In Connecticut the health officials have announced their purpose to bring the matter before the legislature; while in Alabama and Missouri bills have actually been introduced during the last few weeks. Both these measures restrict the sale of cocaine to a physician's prescription; and in the Alabama measure provision is made for a fine ranging from $25 to $100. Finally, an ordinance restricting the sale of cocaine was passed last month by the Common Council of Wilmington, Delaware. This determination to secure adequate cocaine legislation is most gratifying indeed, and it is seriously to be hoped that the movement will continue without abatement.

* * *

THE CLERKS AND THE BOARDS.

Last month we spoke at some length in this department of the agitation of the clerks in several States to secure representation on the boards of pharmacy. We have now to report that Governor Peabody, of Colorado, at the request of the clerk's association, has appointed Mr. John A. Martin to the board of that State. Mr. Martin is a graduate of the Philadelphia College of Pharmacy, class of '76, and is one of the best known clerks of Denver. The association celebrated his appointment last month by giving a smoker. Meanwhile the clerks' association in Washington, D. C., is also likely to secure representation on the pharmacy board. The District Commissioners, it is true, reported adversely upon the bill which the clerks had had introduced into both houses of Congress, providing for shorter hours and the addition of two clerks to the board, making a total membership of seven; but, while they opposed this enlargement of the board, they expressed themselves in favor of having one of its five members a clerk, and the next appointment will therefore in all probability be made in response to the nomination of the clerks' association.

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THE CLERKS AND SHORTER HOURS.

Passing now to the agitation of the clerks for shorter hours, we may report that the clerks of St. Paul, not daunted by the failure of the Washington boys to secure the passage of their measure, have had introduced into the State legislature a bill providing for an average week of seventy hours, and making provision also for at least one entire day off in each two weeks. In Oakland, Cal., the association has issued a card to the public requesting it to assist in the movement for shorter hours by purchasing its supplies before 9 P.M.; while in Paterson, N. J., the clerks last month started a movement for the organization of an association created primarily to secure shorter working hours. Two or three recent social events among the clerks are of interest.

The association at Oakland, Cal., made preparations recently to visit the San Francisco society in a body; the association at Springfield, Mass., lately held its third annual banquet, which was a very successful affair; while the San Francisco association was to have given a large entertainment late last month. The affair was written up prospectively at considerable length in one of the San Francisco papers, and the portraits were printed of the main officers of the association.

* * *

DR. PRESCOTT HONORED.

A merited honor has recently been conferred upon Dr. Prescott, Dean of the School of Pharmacy of the University of Michigan. At the dedication ceremonies conducted last month at the new home of the School of Pharmacy of Northwestern University at Chicago speeches were made by President James of the Northwestern, President Hadley of Yale, and others; and the decree of Doctor of Laws was conferred on three men selected as the leading educators in the branches of law, pharmacy, and surgery. The man chosen in the second branch was Dr. Prescott; and that the choice fell upon a teacher who deserved the honor cannot be gainsaid for a moment.

PROFESSOR PRESCOTT.

* * *

SEVERAL DEATHS.

The last few weeks have witnessed the death of several men prominent in the various branches of the drug trade. Dr. George W. Sloan, the well-known pharmacist of Indianapolis, suffered a second shock of paralysis last month and died soon afterwards. Dr. Sloan was a graduate of the Philadelphia College of Pharmacy; an ex-president of the American Pharmaceutical Association; an ex-president likewise of his State association; and at the time of his death was secretary of the State Board of Pharmacy. At one time a lecturer on pharmacy in the Indiana Medical College, he had received from that institution the honorary degree of M.D. Not less unfortunate than the death of Dr. Sloan was that of Prof. J. J. B. Argenti, who for many years held the Chair of Botany, Microscopy, and Pharmacognosy in the California College of Pharmacy. Besides his work as a teacher, Professor Argenti was a successful practicing pharmacist, and his death is much deplored by the druggists of his city and State. Among other deaths of the month were those of Samuel M. Bauer, the widely known president of the Louisville jobbing house of the Peter-Bauer Drug Co.; and Lou G. Moore, of Saginaw, Mich. Mr. Moore was one of the prominent pharmacists of the State, and at the time of his death was president of the State association.

* * *

AN INSPECTOR INDICTED.

The Chicago cocaine raid referred to in a previous paragraph has not been the only recent occurrence to stir up the druggists of that city. Considerable excitement was caused last month by the indictment of L. L. Chaffee, for several years chief inspector of the Board of Pharmacy. It was found that Mr. Chaffee's accounts were short about $1150. Since his indictment he has been making accusations against members of the board, but these are looked upon as the wild efforts of a man in trouble to defend himself by throwing suspicion upon others.

* * *

Mr. Wilhelm Bodemann, the well known president of the Illinois Board of Pharmacy, has been renominated by the constituents of his district to succeed himself on the board next year. Mr. Bodemann's untiring and earnest efforts in the cause of pharmacy make it incumbent upon the pharmacists of the State to return him to the board in order that he may be in position to continue the good work. Voting tickets are now in the hands of the pharmacists, and it is to be hoped that they will perform this duty to themselves and to him.

* * *

Chicago has recently witnessed the formation of a Woman's Pharmaceutical Association. The society hopes to enlist the support of all women engaged in the practice of pharmacy, and to stimulate the formation of similar associations in other cities. The corresponding secretary is Miss Mary Walker, Ph.G., of 2400 Dearborn Street, Chicago.

* * *

Still another anti-conspiracy suit, arising under the operations of the N. A. R. D., has developed, this time in Louisville, Ky. Application has been made by four cutters for an injunction restraining the wholesale and retail druggists of the city from "boycotting them." Damages of $10,000 are furthermore asked for.

The Model Dispensing Department of Mr. Macmillan's Pharmacy.

A SCOTTISH INSTANCE.

A Prominent Glasgow Pharmacist—Mr. John Macmillan—His Beautiful and Finely-equipped Pharmacy —To Him Belongs the Credit of Devising the Original Formula for "Easton's Syrup."

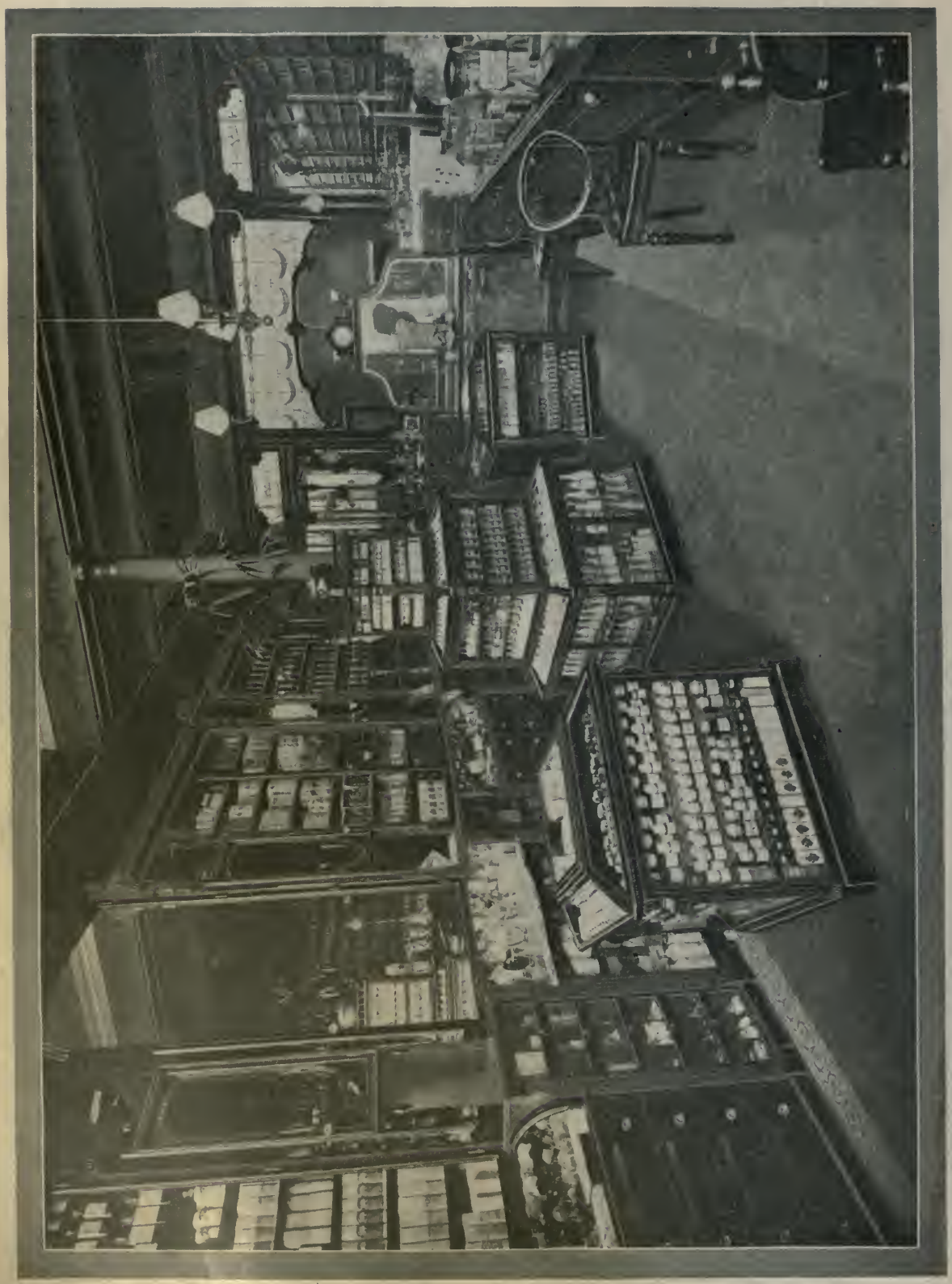
The illustrations shown in connection with this article picture one of the best equipped and handsomest pharmacies in Great Britain. It is one of the two stores owned by a prominent "chemist" or pharmacist in Glasgow, Scotland—Mr. John Macmillan. The dispensing department of the pharmacy is shown in part in the illustration at the top of this page, and that it is a model will readily be admitted by the reader. It reminds one of a college laboratory. In this department there are accommodations for six dispensers, each of whom has a full set of all the ordinary drugs, chemicals, and apparatus required in dispensing. Work is thus carried on in the most expeditious way, without interruption, and with all the advantage which comes from silence, perfect equipment, and an atmosphere of scientific endeavor.

MR. MACMILLAN HIMSELF.

Mr. John Macmillan is one of the best-known pharmacists in Scotland. Born in 1842, at Ochiltree, in Ayrshire, a village that has recently become famous as the scene of George Douglas Brown's strong and successful novel, "The House with the Green Shutters," John Macmillan commenced his apprenticeship, at the age of 15, with the now defunct firm of Messrs. Murdoch Brothers, who half a century ago were prominent pharmacists in Glasgow. The first task set the young apprentice was to rub up a batch of mercury with chalk in a No. 12 Wedgwood mortar. The trituration had to be continued for some days, and as the work was somewhat monotonous, it can be easily understood that the prospect appeared anything but cheering. As was usual in those days, all the galenicals were prepared on the premises, and all from the best quality of drugs, so that the establishment of Messrs. Murdoch was an excellent training school for apprentices, and the traditions of a good business house thus early inculcated have since been fostered and maintained by Mr. Macmillan.

THE INTERESTING HISTORY OF "EASTON'S SYRUP."

To Mr. Macmillan belongs the credit of devising the formula for, and first preparing, Easton's Syrup,



The beautiful pharmacy of John Macmillan, a prominent "chemist" in Glasgow, Scotland.

which for the last generation has been a familiar preparation, and which is now official in the British Pharmacopœia as "Syrup of the Phosphate of Iron with Quinine and Strychnine." Dr. Easton, who was Professor of Materia Medica in Glasgow University from 1855 to 1865, conceived the idea of administering the phosphates of iron, quinine, and strychnine during convalescence from serious diseases, and wrote a pamphlet on the subject. Easton came about Murdoch Brothers' shop, and was on very friendly terms with Mr. Macmillan, at that time the senior assistant. On Mr. Macmillan therefore devolved the duty of working out a suitable formula, and the now well-known syrup was the result. This was largely prescribed in Glasgow, and the formula was first published in Aitken's Practice of Medicine,

Mr. John Macmillan, of Glasgow, Scotland.

on which account the preparation is sometimes known as Aitken's Syrup. The

ORIGINAL WORKING FORMULA,

which possesses a certain degree of historic interest, was as follows:

Take of

Sulphate of iron.....5 drachms.
Phosphate of soda.....6 drachms.

Dissolve separately, mix, wash the precipitate.

Sulphate of quinine.....192 grains.

Dissolve with diluted sulphuric acid, q. s.; precipitate alkaloid with liquor ammonia, and wash.

Dissolve the phosphate of iron and quinine thus obtained with

Strychnine .....6 grains,

In

Acid phosph. dil.....14 ounces.

Add

Sugar .....14 ounces,

and dissolve, secundum artem, without heat.

The formula was subsequently slightly altered by the use of more phosphate of soda, less acid, and more sugar, but the general principle remained unaltered until Mr. W. L. Howie made the suggestion in 1876 that ferrous phosphate might be directly pre-

A sectional view of Mr. Macmillan's pharmacy.

pared by dissolving iron wire in phosphoric acid, a method which has been followed in recent years, and which is now official in the B. P.

MR. MACMILLAN'S SUCCESS.

Mr. Macmillan, having passed through all the grades from apprentice to senior assistant, left Messrs. Murdoch in 1866 to commence business on his own account. At first it was an uphill fight, the

Another sectional view of Mr. Macmillan's pharmacy, showing an uncommonly pleasing effect in shelf bottles.

drawings for some weeks not exceeding £4 (20 dollars) per week, and the staff consisting of one message boy. By and by business began to improve, and in 1871 he entered the large shop where he is at

present, at St. George's Cross. In 1873 he opened a branch at Hillhead; and this beautiful shop is the subject of all the accompanying illustrations. This pharmacy is admitted to be one of the finest in the west of Scotland, the dispensing department, as has already been intimated, being especially well planned. Since the opening of this branch Mr. Macmillan's trade has progressed by "leaps and bounds." The accommodation in the St. George's Cross establishment has been quadrupled, and the staff, all told, now numbers 39, and even the energies of this large number are often taxed to keep pace with the demands of a still growing trade.

Mr. Macmillan has frequently published valuable suggestions in the pharmaceutical press, but he shines more as the thorough practical pharmacist, his opinion on any pharmaceutical point being respected by the best medical men in Glasgow, with all of whom he maintains the most cordial relations. Although a very busy man he has found time to edit a useful volume on "New Remedies," which has gone through no fewer than eight editions, the last edition containing 260 pages of very interesting matter. The ninth edition is now in course of preparation, and this will no doubt still further enhance Mr. Macmillan's reputation.

A FEW PROFITABLE SPRING SPECIALTIES.

Articles Germane to the Annual House-cleaning Season—They Are Readily Sold, and Yield a Good Profit—Formulas which Have Stood the Test of Experience.

By A. ARMOR.

The spring house-cleaning season is approaching, and this is the time when the enterprising druggist can coin a few dollars if he will. Let me give the formulas of two or three specialties which I elaborated for this season some years ago, and which have become good paying specialties.

A CARPET AND RUG CLEANER.

This is the time when the housewife wants to make her carpets and rugs look like new, and yet there are so many kinds of cleaners upon the market, and so many of them are disappointments, that it is often a perplexing question for her to know what to get and use. Pastes, soaps, and liquids exist by the dozen. I offer to my trade a good formula that gives excellent results, that can be depended upon, and that has given satisfaction to my local trade for many seasons. I have scores of unsolicited testimonials from satisfied people. The formula is as follows:

Sal soda	8 ounces.
Powdered borax	4 ounces.

Make one package of this quantity, and use a half-pound, round, bird-seed box.

I call this preparation "Opal Crystals," and I speak of it as "a wonderful carpet and rug cleaner"—and such it really is! The following circular I use in two ways; I distribute it as an advertising circular, at the counter and elsewhere, and I also put it in the packages of the product as showing the purchaser how the substance is to be used:

How to Make

OPAL PASTE.

A Wonderful Carpet Cleaner. Will make Carpets and Rugs look like new. It is Economical and Quickly Made.

FIVE GALLONS FOR 25 CTS.

Dissolve one package of **OPAL CRYSTAL** in one gallon of boiling water. Add one pound of Ivory Soap cut into shavings, then boil for ten minutes. After the soap is thoroughly dissolved, add four gallons of water and stir well. Let stand until it cools, then it is ready for use.

DIRECTIONS.—Apply with a scrubbing brush, which will produce a heavy lather. Remove the lather with a wooden scraper. Dry with a soft flannel cloth.

Opal Crystal 25c Per Package.

PREPARED BY

A. ARMOR, Druggist,

Cor. Taylor Ave. & Monterey St., Allegheny, Pa.

I may say that I get 25 cents for each package of "Opal Crystals." The profit on the transaction is 22 cents! Worth while, isn't it? And yet the consumer never feels that he is being bled in the

least. The circular reads like a root-beer ad.: a liberal quantity of the "Opal Paste" can be made from a single package of the "Crystals," and the consumer feels that he is getting his money's worth.

A FURNITURE POLISH.

Another spring specialty which I have found very successful is a furniture polish. The following formula makes the best article for polishing and brightening up furniture that I have ever come across. It may be used on the finest hard wood or on varnished wood:

Linseed oil, boiled	1 pint.
Turpentine	1 pint.
Pure cider vinegar	1 pint.

We put this product up in six-ounce panel bottles, and sell it for 25 cents. The directions on the label read as follows: "Shake the bottle well before using the polish. Put a little on a bit of old Canton flannel and then rub briskly and quickly. The furniture will shine almost immediately." And I also say on the label that "This polish is something entirely new. It is the most speedy and elegant renovator ever known or brought before the public. It makes the poorest and most worn-out furniture look almost equal to new." I call the product by the name of "German Oil Gloss Furniture Polish." It only remains to be said concerning this product that I have worked up a very satisfactory trade in it.

Then I have what I call

"BELFAST WASHING FLUID."

Borax	2 ounces.
Salts of tartar	1 ounce.
Ammonium carbonate	2 ounces.
Babbitt's lye	1 box.
Water	1 gallon.

Dissolve the salts in the water, and you have one gallon of the best washing fluid very easily made for 25 cents. Then this may be sold with the directions to use a cupful or more of it to a boiler of water.

I put up these various household preparations and place them in a position where they can be readily seen by my patrons. I also have signs calling attention to their uses, particularly in the case of the washing fluid, for which I have no printed label. Then, of course, as I have already suggested, I put a circular in packages leaving the counter and distribute them in other ways. Well-directed efforts along this line turn many a bit of lucre into the druggist's till that otherwise might be shot through the pneumatic tube of some enterprising department store!

A CONVENIENT TABLE FOR COCAINE SOLUTIONS.

By JOHN VINCENT SINGER.

From repeated trials I have found the following table to work accurately, and submit it to my brother pharmacists with the hope that it may be of benefit to them.

Having had occasion to fill a large number of orders from physicians for solutions of cocaine hydrochlorate, ranging in strength from one to twenty per cent, I noticed that the alkaloidal salt, when dissolved in distilled water, made quite an appreciable increase in the bulk, viz.: when, in following the general rule, I would use fifty grains of cocaine hydrochlorate, and one fluidounce of distilled water, in making a ten-per-cent solution, I found that the finished solution would measure about five hundred and twenty-three minims—an increase of forty-three minims over the fluidounce. I therefore began experimenting to devise a means of preventing this waste. The experiments were made with P., D. & Co.'s small crystals of cocaine hydrochlorate, and with distilled water at the ordinary room temperature.

The following table was the result; it is for making one fluidounce of the solution:

Strength desired.	Amount of cocaine hydroch.	Amount of dist. water.
5 per cent.	23 grains.	460 minims.
10 " "	46.5 "	440 "
15 " "	70.5 "	421 "
20 " "	95 "	400 "

As the profits on solutions of cocaine sold to physicians are small, this table, by enabling the pharmacist to dispense the solutions at less cost than they could be produced by the regular method, means a saving that is worth while. The saving on a solution of ten-per-cent strength, made according to the table, would for one fluidounce be three and a half grains of cocaine hydrochlorate; the price at present in ounce lots is about one cent per grain. In a twenty-per-cent solution the cost of fifteen grains of cocaine would be saved on one fluidounce.

Even if you dispense only one ounce each day of cocaine solution, of any of the four popular strengths, the sum saved in a year would surprise you!

WHYS IN PHARMACY.

A Much-prized Feature of the Bulletin Renewed—The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,

Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 67 of the February* BULLETIN.)

MISCELLANEOUS WHYS.

Why do drops of liquids vary so much in size? The size depends upon the shape and size of the vessel from which dropped, and upon adhesion, cohesion, and rapidity of flow.

PROF. EDSEL A. RUDDIMAN.

Why is the center of gravity of the beam of a balance below the fulcrum? If the two coincided the beam would stay in any position in which it is placed. If the center of gravity is above the fulcrum the beam will tend to turn over.

Why is the center of gravity of the beam of a balance, compared with the fulcrum, lower in a balance intended for heavy weights than it is in more delicate balances? The nearer the center of gravity approaches the edge of the fulcrum the more accurate will it be, the slower to oscillate, and the lighter the weight that will start it.

Why is an agate knife-edge better than a steel one? It is harder and does not corrode.

Why should a thermometer stand for two years before being graduated? To allow time for the glass to contract.

Why should the bulb of the thermometer be a little above the liquid in determining the boiling point of the liquid? If placed in the liquid it will not show the exact boiling point. The liquid is generally a little hotter.

Why is the bumping of a hot liquid relieved by putting in some irregular or angular substance? Such a substance aids the liberation and evolution of the vapor bubbles.

Why should a filter-paper never extend above the edge of the funnel? Capillary attraction causes the liquid to rise and crawl over the funnel; moreover, the paper cannot be readily washed under such circumstances.

Why should attention be given in buying funnels to get those having an angle of sixty degrees? Many funnels do not have that angle, and filter-paper folded in the ordinary way does not fit them.

Why is upward filtration sometimes preferable to downward filtration? By making a liquid pass upward through a filter, the solid matter does not become packed on the filter so much and clog filtration.

Why is 4° C. specified as the temperature at which 1 Cc. shall weigh 1 Gm.? At 4° C. water has its maximum density, a given volume being lighter when either above or below 4° C.

Why does dissolving a solid in water produce cold? Active heat is changed to latent heat when a solid changes from such to a liquid condition, unless there be chemical reaction.

Why do some solids in dissolving produce more cold than others? Generally the more rapid the solution the greater the amount of cold produced.

Why does dissolving a gas in water produce a rise in temperature? When a gas changes to a liquid, latent heat is changed to active heat.

Why, in powdering a substance, is it better to remove the finer particles by frequent sifting? If the finer particles are left in they become more or less packed around the larger ones and protect them from being powdered.

Why does powdering a soluble solid aid its solution in a liquid? A greater surface is exposed to the solvent action of the liquid.

Why does stirring aid solution? The liquid in immediate contact with the solid becomes saturated, or nearly so, and stirring causes this to be displaced by liquid that is less saturated.

Why does heat generally aid solution? Heat causes greater molecular motion, favors molecular separation, and causes currents to be formed in the water.

Why does the solution of anhydrous salts in

water produce heat? It is generally considered that chemical reaction takes place, the water of crystallization combining with the salt.

Why does heating sometimes clarify a liquid? Heat coagulates albumin if present, and this acts mechanically in enveloping the suspended matter. Heat lessens the viscosity of the liquid, allowing the matter to separate more readily. The solid matter may also be carried to the top by the globules of vapor formed.

Why does fermentation sometimes clarify a liquid? If albumin is present it is coagulated by the alcohol and acid formed.

Why does rapidity of evaporation depend upon the extent of surface exposed to the air when a liquid is evaporated below its boiling point? The formation of vapor takes place at the surface which is exposed to air.

Why does rapidity of evaporation depend upon the extent of surface exposed to heat when a liquid is evaporated by boiling? The formation of vapor under such circumstances takes place chiefly at the surface exposed to heat.

Why do shallow vessels favor evaporation? There is less weight of liquid above the heat, and therefore less resistance to the escape of bubbles.

Why does stirring aid evaporation? A fresh surface is constantly brought in contact with air and various currents are set in motion.

Why is the temperature of 15° C. used for stating the strength of saturated solutions? One reason that may be given is that the temperature of the room in which a saturated solution is likely to be kept will be above 15° C., so that there will be no separation of solid.

Why cannot as much of certain powdered salts, such as alum or Rochelle salt, be dissolved in water as is the case with crystals? In the powdered condition the salt has lost some of its water of crystallization, and there is consequently more of the salt proper in a given weight than is the case with the crystals.

Why should bottles of magnesium citrate solution, and other bottles containing water and gas under pressure, be kept on their sides? To keep the stoppers wet and swollen so as to prevent the escape of gas.

Why is it that a good many crystalline compounds liquefy when rubbed together? Heat may be sufficient to start chemical reaction, and water of crystallization is liberated.

(To be continued.)

AROUND THE CAMP-FIRE.

Interesting Tales with which Readers of the Bulletin Regale One Another—A Bunch from an Australian Subscriber—The Woman who Got the Santal Mixture Intended for Somebody Else—The Patient who Swallowed a Lotion and Used in its Place an Internal Mixture—A Bishop Saved to the World.

[NOTE BY THE EDITORS.—Contrary to the usual condition of things, we are able to fill this department in the present issue with the contribution of one subscriber alone; and a most interesting and well-written batch of anecdotes does he submit! This only goes to show that every pharmacist, if he but set himself to the task, could recall experience after experience which has fallen to his lot behind the counter—some humorous, some pathetic, some tragic. To new readers and to old ones, let us renew our invitation to write brief accounts of such reminiscences for the mutual delight of all BULLETIN subscribers. If you can recall as many incidents as this month's contributor to the series, well and good; but if you send but one story it will be just as welcome. And whatever you send will be sure to receive the appreciation of your fellow readers, for the Camp-Fire has proved to be indispensable to the happiness of the BULLETIN Family. The reader whose reminiscences now follow is a prominent Australian pharmacist, but he requests us simply to print the *nom de plume* of "Pax."]

Although a few thousand miles separate our land from yours, yet your chatty paper has reached me, and I hope a considerable number of my brother pharmacists also. I might add that I have only recently become a subscriber to the BULLETIN, but that I have now become so I have to thank the individual who introduced it to my notice. The "Around the Camp-fire" series have afforded me much food for reflection, as well as amusement, and I now humbly endeavor to add a few of my little experiences to the number, trusting to see them followed by innumerable others.

SHE DIDN'T LIKE THE TASTE OF THE SANTAL MIXTURE!

One very peculiar experience I had was with a white woman who was married to a Chinaman. I had just a few days before opened a new pharmacy in the town, and one day I prescribed for a Chinaman (not the husband I have referred to) suffering

from "ladies fever," as the disease is politely called over here. If readers imagine they see me winking the offside eye, I daresay their comprehension will readily enable them to grasp the true state of affairs. I understood him to give the name of, let us say, Ching Ling. A few days passed, when I received a letter from the lady referred to above. She had previously had a bottle of medicine from me; and she now requested me to send her a bottle of the same mixture, not alluding to it by name, and only describing it in the manner suggested. Her married name being also Ching Ling, the same as that of the Chinaman suffering from the fever, I confused the two, and sent her the santal and balsam mixture!

Well, the sequel to the whole affair was as follows: When she got a taste of the santal mixture she worked herself up into a condition bordering on frenzy, and used language calculated to make the window panes rattle, and cause the fowls to fall off the roost. However, "all's well that ends well." When she called on me I explained matters carefully, pointing out as extenuating circumstances the fact of my being a stranger in the place, and mentioning the similarity of names; and on offering her a little present, and a liberal dosage of Oily Gammon's method of extricating himself from a difficulty, peace was proclaimed. She told me that she quite forgot her household duties in the endeavor to get the taste out of her mouth, and I readily believed her. Every time I handle balsam now I feel for a few minutes hilariously happy, as I conjure up in imagination the look of astonishment that must have been on her face when she got the first taste!

SWALLOWED A LOTION CONTAINING LIBERAL QUANTITIES OF ZINC SULPHATE.

Another little experience befell me in the course of time. The local doctor ordered a lotion and a mixture for a complaint which shall be nameless, but of which I may say that those who have had it can never allow their thoughts to revert back to the time without a feeling of sadness and virtuous resolve. I gave the patient concise directions, such as the dosage, and an injunction to beware taking the lotion internally; but in spite of my warning he drank it and used the mixture in its place. Now as the lotion contained tincture of opium, as well as zinc sulphate in fairly large doses, the results are more pleasant to the imagination than to the palate. The next day a wobegone looking wretch entered the shop, and started abusing me for making an error. However, I soon convinced him that the mistake was his, and there the incident ended.

A BISHOP WHO HAD A NARROW ESCAPE.

While serving my apprenticeship I had an adventure which served to convince me of the truth of the old saw, "A little learning is a dangerous thing." The proprietor left me in charge one day, and during his absence a portly old bishop came in with a scrip for sore throat. The prescription called for glycerin and sulphurous acid, each four ounces. Thinking myself clever, I made it up, using acid sulphur*ic*, which I thought was the only preparation of that kind and name! About half an hour afterward the proprietor came in, and, happening to mention to him the bishop's calling in with a prescription, he at once asked for it. On reading it he asked me where I got the acid sulphurous from. As I showed him the acid sulphuric bottle, a look of abject misery passed over his countenance and he told me what I had done.

A sinking feeling came over me, and such a contrite, penitent expression spread itself over my physiognomy that I verily believe, if a condemned murderer could have borrowed the expression, he would have been instantly reprieved on the point of religious mania. Neither of us knew where the bishop lived; in fact, the only reason we had for assuming him a bishop was the name on the scrip. Here was a dilemma—a murderous mistake made, and no knowledge of the person's address.

However, my lucky star, instead of directing my footsteps to the bishop's residence, befriended me in another way. I found out afterward that on leaving the pharmacy he had gone straight to the house, where, as luck happened, there were a few visitors waiting to see him; and his visit to the town being but for a few hours, the time consumed in conversation took up his remaining time completely. He then hurried away to catch his train, forgetting all about the medicine.

I managed to get the bottle back after explaining that I would send it on to his settled address; but, needless to say, no bottle was forwarded, and to this day I can never recall that experience without feeling lumps of sweat pouring down my spinal column. Taking into consideration the fact that the worthy bishop is one of Australia's leading prelates, it can be imagined what a narrow escape I had from universal notoriety!

A SEVERE FRIGHT.

Another day a wizened-up old dame of uncertain age and doubtful virtue walked into the shop and called for a bottle of chlorodyne. I gave it to her, and no sooner had she it in her hands than, hur-

riedly unwrapping it, and removing the cork, she put it to her mouth and drained the entire contents! A feeling impossible to portray took possession of me, and my past life rushed before me in a bewildering panorama. I felt as if I would like to forsake the haunts of civilization, take a few books of holy reference, and live the life of a recluse far from the madding crowd. Visions of a stern, implacable coroner, seated on his bench, with an equally stern-visaged and relentless jury, launching scathing satire upon a crestfallen pill pounder, also flitted across my fevered imagination in painfully realistic vividness.

However, matters once again turned out happily. It appears that I made an exclamation of alarm at first sight of the wretched old creature swallowing the contents of the vial, and this brought the proprietor out from the rear. He took the situation in at a glance. He laughed. "Never mind—don't worry," said he. "There is no occasion for alarm. She is a morphine fiend, and if she were to be drenched with the stuff she would toe the mark for more in a day or so."

On hearing this I sighed a sigh of relief, and with it the desire to live the life of a recluse vanished utterly.

WE CORDIALLY RECIPROCATE, SIR!

My dear Editors, I have now been but nine years in the drug trade, but they have been eventful years —yes, very eventful ones. However, having so far escaped the quicksands and shoals of life's troublesome and storm-tossed ocean, I hope to end the rest of my days without further mishap on this mundane sphere, surrounded by friends and comforts. Long life and prosperity to you and your interesting journal, and believe me to be by no means indifferent to the welfare of both!

A SPONGE AND CHAMOIS DISPLAY.

This window is contributed by Mr. Loren D. Larkin, of Hoosick Falls, N. Y. In the center of the design is a post between four and five feet long. Only the upper portion of this shows in the illustration, for reasons which will straightway be made plain. The post was covered with chamois skins. Over the top of it a large skin was thrown, and on this were placed three bleached bath sponges of varying sizes. A large, red, whole skin was placed on a frame and hung on the front of the post, concealing the lower half from view. On this skin was printed with white chalk the following words: "Do You Need a Chamois Skin or Sponge? Here They Are—All Prices."

From the top of the post strings of sponges were run down to each of the four corners of the window. The sponges were strung through the outer edges in order that they could be readily pulled off when sold. A string of very small sponges was suspended at each side of the window, while the floor display consisted of a variety of bleached sponges for bath and toilet use, together with gray and yellow chamois skins made to stand upright in the shape of cones. The price of each individual article in the window was plainly marked on a small round price tag; and this Mr. Larkin considers an invaluable feature of every window display. People see an article, the price of which suits them, and they immediately come in and buy it. On the other hand, if no prices are given, they are quite sure to go on down the street, with the result that the advertisement is lost on them.

THE DISPENSARY OF AN ENGLISH HOSPITAL.—This well-equipped and neat-looking dispensary is presided over, as the illustration makes quite evident, by a young woman pharmacist—or "chemist," as the knights of the mortar and pestle call themselves in England. The hospital is situated in Colchester, and is considered a large one for a provincial institution. It has ninety-five beds, and consequently about that number of patients. Miss Gertrude S. S. Crabb is the presiding genius of the dispensary, and while on duty always wears the uniform in which she is shown to be dressed in the illustration. As might be expected in a woman pharmacist, Miss Crabb keeps everything about the dispensary in spick-and-span order, and under her charge the place is a model of neatness. The officer in cap and brass buttons is the "dispensary porter."

THE INTERPRETATION OF PRESCRIPTIONS.

More or Less Difficult Specimens Presented and Interestingly Discussed—Reproduction of Actual Prescriptions Received in the Pharmacy—An Exceedingly Valuable and Somewhat Novel Series of Articles.

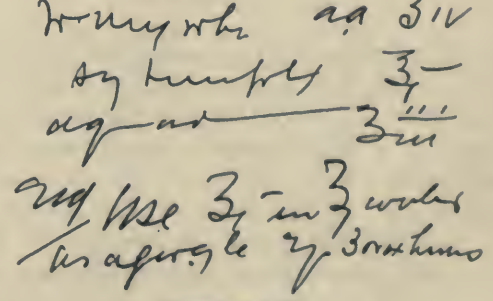
By J. T. PEPPER,

Pharmacist at Woodstock, Ontario, and Examiner in Materia Medica and Prescriptions at the Ontario College of Pharmacy.

[NOTE BY THE EDITORS.—We have pleasure in beginning this month another series of Mr. Pepper's valuable and exceedingly interesting articles on the interpretation of prescriptions. The former series appeared in May, June, and July of last year, and straightway became so popular with our readers that we have been led to tap the same vein once more. As we pointed out on the former occasion, Mr. Pepper is peculiarly well qualified for his task. As a practicing pharmacist he does a large dispensing business, and thus has had a varied experience with prescriptions; while as examiner in prescriptions at the Ontario College of Pharmacy, in Toronto, he has made a special study of the subject from a technical standpoint. In the present series of articles he will present more or less illegible specimens, and then proceed to discuss them interestingly as he would to a class of students or examinees; and that his remarks will be full of suggestion and profit to all pharmacists will be seen from this, the first instalment.]

MR. PEPPER.

The study of prescriptions is always interesting and important to druggists. It is not my intention to present entirely illegible prescriptions for consideration, because it would be a waste of valuable time and no good would be derived from the study. If a prescription that is really illegible is presented to a druggist to be dispensed, and he cannot make out a word of it, possibly his best plan is to hand it back to the customer and tell him he hasn't got "that particular kind of medicine," or make some other equally good excuse. Not many prescriptions are really illegible. Most physicians write prescriptions plainly. Sometimes there may be an obscure word that needs some thought and the application of all the druggist's knowledge, but when this knowledge *is* applied the difficulty usually disappears. It is the object of these articles to consider prescriptions of this kind, and to apply such methods of explanation and ways of comparison that all such difficulties in prescription work, when met with, may be more easily overcome. Experience is invaluable in this line of work.

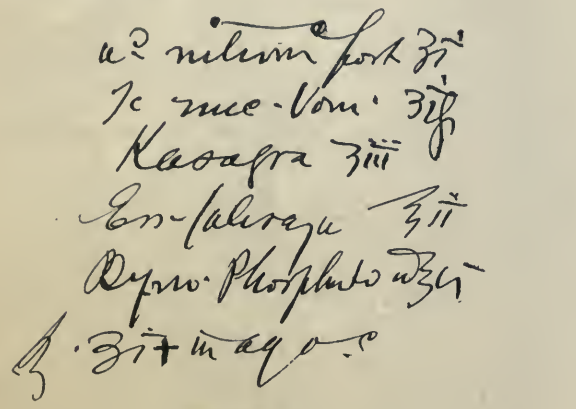


Prescription No. 1.

The first word in prescription No. 1 is not easily made out. I presume that if a druggist were accustomed to this physician's handwriting he might not have any difficulty in making this word out, but to one unaccustomed to the writing it does present a difficulty. The first letter, or rather stroke which does not resemble any letter in particular, is a capital "C." The next letter is "r," and the stroke forming the last upward stroke of the "r" is at once used to commence making the letter "e." The next letter is "a," although it is left open at the top. The next letter "s" is plainer. Then there is no connection between the "s" and the following letter, which is an "o." The next letter is plainly a "t," followed by the diphthong "æ," although it looks something like "ol.' By combining these letters we have the word "Creasotæ."

The directions of this prescription are written in English, and for the most part are quite plain. While they really read: "Use ℥j in ℥j water," it might be thought by some that they read instead: "Use ℥j in ℥j water." If, however, you will look at the character closely and compare the two signs, you will conclude that they are both drachm signs. The first one seems to have an attempt at a dot over the "i."

while the latter one has not. The whole sign and the quantity specified are made without taking the pencil off the paper.

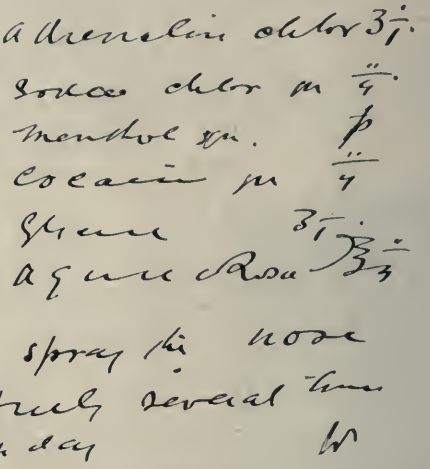


Prescription No. 2.

The first abbreviation in prescription No. 2 is for the word "Acid." It looks as though it were made up of the first and last letters of the word "Acid." The next word begins with a small letter instead of a capital, but it is easy to tell that it is an "n." The whole word is "nitrom." There is a dot over the "i," and the stroke used to cross the "t" is continued on and ends in what we may take for the letter "c" for the last letter of the word "nitromuriatic." Thus the first letter "m" and the last letter "c" must be construed into meaning "muriatic;" by doing this we get the whole compound word "nitromuriatic." The last word of this line is easily read "fort," meaning "strong."

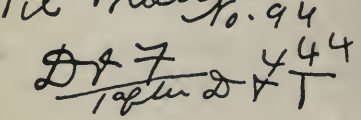
The last ingredient of this prescription is a proprietary preparation called "Byno Phosphates." This preparation is to be added to make the whole prescription or mixture measure six ounces. The "v" and the "i" of this quantity are made together, and there is no dot above the line over the numerals. Some might think it is meant for two ounces, but there is two ounces of "ess. calisaya," besides several other small quantities of other ingredients, so that it cannot be two ounces. The abbreviation "Sig." is an illegible scribble which could never be deciphered in any other position. Notice the sign + (plus) after the "3j" in the directions. This of course has a very important meaning and is intended by the physician to be interpreted "large," an adjective qualifying the "3j." Similarly, when this physician places a minus sign (—) after the "3j" he desires it to be interpreted as meaning "small," thus, a small teaspoonful. This dose is to be taken in water. The letters "a" and "c" stand for *"ante cibum"* or *"ante cibos,"* meaning "before food," and usually written "before meals" on the labels. The full directions to the patient would then be written on the label as follows: "One large teaspoonful in water before meals."

Unless a druggist were a constant reader of the drug journals and the advertising in them, he might be a little at sea concerning the first ingredient in



Prescription No. 3.

prescription No. 3. It is one of the newer remedies and has not yet come into general use. The way in which it is written here might make it especially puzzling to any druggist who had not yet made its acquaintance. He might take the first two letters both to be "a." They are not unlike in form, only the second one is a little larger than the first one. The first letter is "a," but the second one is "d." The word is "Adrenalin." The first letter in the second line is quite plainly a capital "S," the beginning of the word "Sodæ." The word in the fifth line of this prescription is not very distinct, but we may decipher it as "Glycerin." The last ingredient is of course "Aqua Rosa," and the curving stroke after this is meant to be "ad.;" if you make the same shaped stroke with your own pen you will discover the resemblance to the stroke forming "ad."

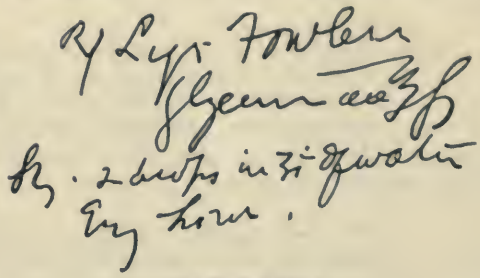


Prescription No. 4.

In prescription No. 4 "Pil Blaud" is ordered, as may be readily seen. To the uninitiated a difficulty may present itself here in the similarity of the figure "4" in "No. 94" to the x's in "xxx." In fact, the figure "9" itself does not look unlike the "4"

or the three x's. The "No. 94" specifies the particular formula of "Pil Blaud" that the physician wants; while, of course, the characters "xxx" refer to the number of pills desired. Again, another difficulty may present itself. "D & F" might be confused with "D & T" in the directions. "D & F" specifies the make of "Pil Blaud" desired, viz., "Duncan and Flockhart." The directions to the patient are "1 after D & T." This is certainly a very brief way of writing the directions. It is not often that our physicians abbreviate our English words. We expect abbreviations of Latin words, a great many of which have a well understood meaning, and do not perplex us when we meet them, but when we come in contact with abbreviations of English words, we may be pardoned if some of them puzzle us. In this case the letter "D" is for "dinner," and the letter "T" is for "tea," meaning the evening meal. So we get the directions to read: "One after dinner and tea."

In prescription No. 5 the first abbreviation might be construed quite easily into "Syr." for "Syrup," but that would be wrong. The first letter is a capital "L," and the next letter is an "i," although it has no dot above it. The third letter is "q," the next and last is "r," and thus we get "Liqr." for



Prescription No. 5.

"Liquor." "Fowleri" is not a common way of expressing "Fowler's Solution of Arsenic," or "Liquor Arsenicalis." The next line is of course "Glycerin." The directions are easily read: "Two drops in one teaspoonful of water every hour."

(To be continued.)

TO PUSH YOUR OWN.

Description of a Little Booklet which an Enterprising Druggist Got Up to Advertise His Line of Specialties—It Brought Good Business and Sold the Goods.

By FRANK FARRINGTON.

If not true already it soon will be that the druggist without his own line of specialties is the exception.

It is easy enough to get up the line, but to sell it requires more exertion. We all know how to offer the goods to a customer who wants something or other, but to get customers to come in and *ask* for a bottle of our own sarsaparilla, cod-liver oil, or what not, is quite another proposition.

It can be done.

Other pharmacists have done it; you can do it.

Let me show you the details of a booklet that I used for my special line. It brought me good business. Perhaps it would do as much for you.

Begin with the cover. It was of a light-weight cover paper of a color that the printers call "army brown." The booklet measured 3⅞ x 4¾, and was mailed in square envelopes, No. 5, of good quality.

The inside was printed on a good book paper of an attractive buff color. Near the top of the first inside page I placed a half-tone of a girl's head. The cover was so cut out that a round opening appeared just over this half-tone, so that it showed through. The head was of a size that took an opening about 1¼ inches in diameter, and under this opening, printed on the cover, was the following:

Ahead of the times.

It made an attractive cover, you may depend upon it.

On the first inside page I began the text at the bottom. I began it like this—and you will notice the strong local coloring which caught people's attention at once:

We'll Begin at the Bottom with our talk. We want to be understood because we are going to save you some money as our old friend Major Anderson would

From here I went over the leaf like this:

Will You Listen? have put it. Kindly permit us to expatiate for an infinitesimal period upon the meritorious properties of our inimitable remedial agents. In other words, let us tell you about our splendid specialties.

Farrington's Patent Medicines. We have a line of goods of our own that you might call Farrington's patent medicines. You wouldn't be far wrong except that they are not patent medicines. This little book won't bore you. Like the street fakir, we'll tell you a story in the middle to keep you interested.

Home Doctoring. You use some patent medicines? Every one does. We don't want to keep people from employing a physician when they need one, but remedies like Sarsaparilla; Beef, Iron and Wine; Lithia Tablets, etc., all have their place with people who know what they need without employing a doctor.

This is Important. Every one of this line of our preparations is guaranteed. We warrant them to be pure. We warrant them to cure the ills for which they are recommended. We warrant them to give you ***perfect satisfaction.*** If they fall a bit short of your expectations, we'll refund your money as cheerfully as we took it, and—

Here page 3 comes in:

No Ifs and Ands. no "ifs" or "ands" about it. Don't be afraid to complain if you find yourself disappointed.

Isn't that fair?

You may find old friends among the things we mention here. Some are new goods, but more are "old reliables." The coupon that comes with this is equivalent to a ten-per-cent discount on a purchase of any of the goods listed in this booklet. Don't lose it.

Your Sarsaparilla. May we consider ourselves elected Sarsaparilla makers to your royal highness? A renowned Edinburgh physician was appointed medical adviser to the Queen. A London paper mentioned it thus: "Dr. So-and-so has been appointed Physician in chief to the Queen. God save the Queen."

You will not imperil your life by electing us your Sarsaparilla makers. We'll sell you at a proper price the best that money can furnish.

Then, under the heading of "A Top Notcher," I had words about the sarsaparilla. The balance of the line of specialties follow with short five- to eight-line descriptions under such side headings as "K. & L. CURE," "COD LIVER OIL." "WINE OF BEEF AND IRON," "LITHIA," "SEIDLITZ," "SKIN HELPS," "VIOLET WITCH HAZEL," "CITRATE OF MAGNESIA," "OUR NEIGHBOR'S HEAD" (headache cure), "HAIR FALL OUT?" "COUGH STOPS," etc.

Under "Our Neighbor's Head" I put the following:

A neighbor went into the grocery the other morning. He was the champion absent-minded man on our block. He carried the oil can on one arm and the baby on the other. Placing the oil can on a stool, he said, "Sit there a minute, dear;" and then, handing the baby to the grocer said, "Please fill this with kerosene oil." His head troubled him. How is your head? We cure all headaches, etc.

When it came to cough cures I said, among other things,

First a cough to carry you off
An then a coffin to carry you off in.

I devoted one page to saying that we wanted mail orders, and that orders for $3.00 or more would be delivered free to any P. O. address in my county. The books were sent to a list of names which embraced not only my own postoffice, but also the offices contiguous.

This sort of advertising costs money, of course. It takes at least a cent apiece for postage. These booklets can be gotten up for from $13 to $18 per thousand. The coupon was simply a little slip placed in each booklet. It was printed as follows:

This is Money.

This coupon may be applied in payment of one-tenth of the amount of any purchase of the goods mentioned in our "Ahead of the Times" booklet—of any purchase of our own line of medicines.

Only one coupon can be used on one purchase.

FARRINGTON'S DRUG STORE,
Delhi, N. Y.

Of course not many coupons came back, but they add quite a bit to your ad. and cost almost nothing.

If you begin with a booklet like this, you'll need to follow it up with further talks. One won't sell all your storeful of goods. Keep them going even if your ads. don't appear to show much in the way of direct results. The results will come just the same, or else you're a poor advertiser.

The timid advertiser gets small results, for he invests little money. The bold advertiser sometimes goes to the other extreme.

Try to hit the happy medium.

AN EASTER WINDOW.

The accompanying display appeared last Easter in the window of J. J. Quarry, at 317 South State Street, Ann Arbor, Mich. The credit for the design belongs to Mr. Quarry's right-hand man—G. Claude Drake. The effect is certainly very chaste and pleasing. As may be gathered from the illustration, the color scheme was white and green. The background was formed of pleated cheese-cloth; the floor was covered with puffed cheese-cloth, and the raised portion next the window was dressed with crêpe paper to give a rolling effect. The picture in the rear center of the window is the "Ruth" which is sent out by the Goodrich Rubber Co. It was mounted on a stretcher and draped with white cheese-cloth. Thus was an umbrella fern; still another a rubber plant, and in addition to these a good supply of English ivy, obtained at the greenhouse, was strewn all about the window among the goods. Ivy was preferred to other vines because of its lasting quality. The display remained in the window for a week, and at the end of that time the vine was still fresh. The two show jars shown at the sides of the window were filled with red and green waters, and were so labeled in fancy gold and embossed designs as to indicate that they contained toilet waters.

The goods displayed were Easter candies and such articles as perfumes, toilet waters, and the like. In conformity with the color scheme of the window,

arranged it made a very pretty centerpiece. On either side of it were mirrors, each having a frame of crêpe tissue paper; and mirrors and picture formed the center background of the window.

Four spirals of crêpe tissue, about three or four inches in width, were run from the picture to the ceiling. Mr. Drake thinks that if he were to decorate the same window over again he would use a larger number of spirals and thus give the window a more finished effect. Pendent from the center of the window was a potted vine; and on the window floor were three or four other plants of various kinds. Two of these were plants in full bloom; another most of the candy boxes were white, and the white of the boxes and the cheese-cloth made a pleasing contrast with the green of the plants and the ivy. The mirrors in the rear gave depth to the whole design. The effect was much more striking than the picture makes evident, and Mr. Drake assures us that the window was one of the most attractive that he has ever constructed. This is saying a good deal. Mr. Drake is a very clever window designer, and our readers will perhaps remember that a year ago this month we had in the BULLETIN another of his Easter windows—and a most meritorious one it certainly was.

AN INDIANA HOOSIER.

A Cleverly-told Account of an Experience Recently Had with One of the Species in the Store of a Prominent Indianapolis Pharmacist.

Some weeks ago a covered huckster's wagon, one of the regular old-fashioned "prairie schooners," stopped at the side door of Perry's drug store in Indianapolis. The wagon was drawn by a team of spanking good Morgan horses, but the harness was dilapidated and worn almost to the verge of uselessness, and the whole outfit had that appearance of erosion and impairment indicative of laziness or don't-careitiveness on the part of the owner.

The driver jumped from his seat and walked into the store. He was a six-footer, dressed in home-made jeans; and on his head was a coonskin cap with the tail hanging down his back. He was a typical backwoods Hoosier—keen-eyed, brown-haired, bronzed, and good-natured as they make 'em. He looked inquiringly around, said "Good day" to Mr. Perry, and then asked:

"Do you-all buy oil of sassafras in here?"

"Yes, sir," said Mr. Perry. "Have you any to sell, and how much?"

Yes, he'd a quart, which he brought in. It was clear as water and a very good article. He said that he had distilled it himself, in the most primitive manner. He had dug a long narrow trench in the ground, and over the middle of this he had placed a piece of flat boiler-iron large enough to stand a barrel on. At one end of the trench he had placed an empty barrel to serve as a chimney and create a draft. Into the barrel on the boiler-iron he had put a lot of sassafras bark (from the roots), covered it with water, adjusted the head; and then in the latter had fitted a long lead pipe that reached over, into, and down to the bottom of another barrel filled with cold water. These arrangements completed, he had lighted a fire in the trench under the boiler-iron, and in a short time the steam had begun to come over into the barrel of cold water. The oil floated on top of the water and was carefully skimmed off.

He was offered a dollar for the quart of oil, which he promptly accepted. After looking around curiously a short time he suddenly said:

"Do you-all buy oil of pennyroyal here?"

Answered in the affirmative, he brought in another quart bottle filled with a fine, clear article, having all the odor and pungency of the best oil of pennyroyal. This, he said, had been made in the same manner as the oil of sassafras.

His eyes twinkled when two and a half dollars was offered for the quart, but he energetically took it and remarked that he "rather guessed he'd try out pennyrile after this, as it paid better." Again he looked around the store for about fifteen minutes, then abruptly asked:

"Do you-all buy rattlesnake ile in here?"

Well! this was a poser, but Mr. Perry asked him how much he had, and in reply he brought in two one-ounce vials, filled with a bland, straw-colored oil which he said he had "tried outen a passle of rattlers he had caught and killed whilst makin' oil o' pennyrile." No one in the store had ever seen any rattlesnake oil before, and of course had never bought any. It was not quoted in any market reports. He wanted a dollar a bottle for it, saying that while "rattlers was tol'bul plentiful down in Brown county and along Bean-blossom Crick, they wan't as enjoyabul to c'lect an' try out as other varmints." This oil came from five snakes, tried out in an ordinary frying pan, and washed several times in clear water.

Mr. Perry offered him fifty cents for the two ounces, which he finally took, protesting mildly that he'd "ort to hev twict as much," owing to the "turribil danger o' gittin' kilt whilst c'lectin' the varmints." "Why," said he, "rattlers is as pizenus as hell, an' ef one bites ye thar's nothin' under the fermyment 'll save yer, lesson yer gits a pint o' whiskey inter yer stummick quick!"

Before he left he bought several pounds of plug tobacco and a five-ounce can of quinine, offering the explanation that "some o' the nabors waz chillin' right smart along Bean-blossom Crick." After a hearty handshake all around, and an expression of gratification that he had "met up with such a passle of good fellers," he left, with many pressing invitations to "come again," which he promised to do, but we haven't seen him since. J. R. P.

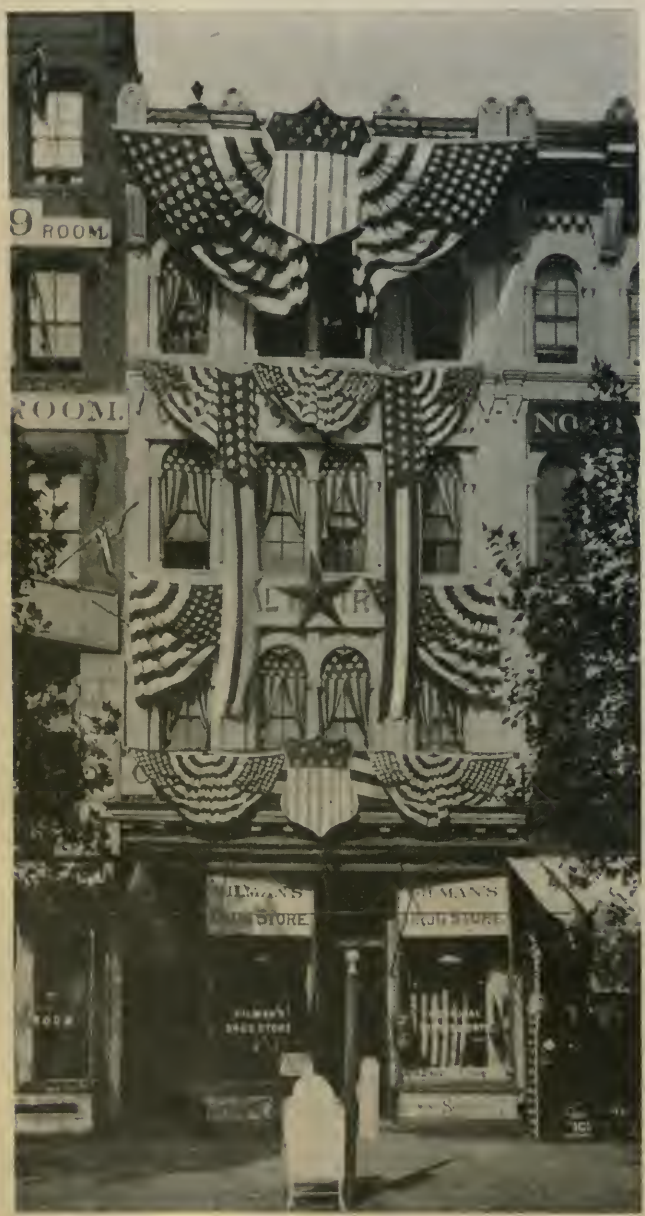
ANOTHER EASTER WINDOW.

This illustration shows one of the most beautiful and artistic Easter windows we have ever seen. Not much is necessary by way of explanation. The illustration speaks for itself. The display appeared last Easter in the store of W. P. Hucke, at Eleventh and Walnut Streets, Kansas City, Mo. It was designed by Mr. C. G. Gibson—and Mr. Gibson certainly deserves a whole lot of credit for his cleverness! Mr. Hucke makes a specialty of handling a considerable line of Easter novelties; his regular candy stock is always large and various; and these two kinds of goods were displayed in profusion about the window. There were all kinds of eggs, rabbits, ducks, chicks, birds, and a variety of other things. The doll seen in the left center of the window was encased in a large plaster-of-Paris egg, and was made to appear as though the egg had just been hatched. The design of an egg in the upper center of the window bore the legend: "EASTER GREETING." Eggs were hung suspended from the diamond-shaped squares of the design, as will be seen from the illustration. Flowers, ferns, and the like, some of which were doubtless artificial, were scattered about the floor of the window and fastened to the framework at various points. The framework itself, it will be seen, was covered with puffed cloth of some kind. The window was certainly an uncommonly beautiful one, and Mr. Hucke assures us that it "sold the goods!" This is what window displays are expected to do.

SELECTIONS.

GETTING OUT A FOLDER FOR COLD CREAM.

In addition to getting out a store paper, and making the most of the window, the city druggist ought each month to issue a booklet, circular, or folder. Especially ought these to be gotten out with regularity by druggists who do not get out a journal. Booklets are quite an expense, mean considerable work, and needn't be used very often. Suppose it is March, and you have a cooling cream or a cold cream that you want to push, this being the proper season for its use. Get out a neatly printed circular, perhaps six by nine and a half inches in size (or a little four-page folder, 3 by 5 inches), and convincingly set forth the merits of the preparation. Get a half-tone cut of the package itself, and if you use the folder form, get a cut also of a woman standing before her dresser and seeing to her toilet. (You can buy cuts suited to almost any advertising purpose of firms which make a specialty of dealing in them. Write for catalogues to the Barnes-Crosby Co., Washington street and Fifth avenue, Chicago, or A. Moore & Co., 17 Rose street, New York City.) Describe the merits of the preparation in a plain, direct, simple, conversational style, attempting no slangy phrases, making no effort to be "funny" unless you are naturally humorous, and dealing in no fulsome exaggeration. Use good paper and have the printer avoid ornate and confusing display. Plain type, set solid, is best for the most part.



A HANDSOMELY DECORATED BUILDING.—Two interesting illustrations are shown on this and the opposite pages. At the thirty-sixth national G. A. R. encampment, held in Washington, D. C., last fall, prizes were awarded for the best decorated buildings along the line of the parade. The third prize was won by the decorations on Gilman's well-known drug store at 627 Pennsylvania Avenue, N. W. In the illustration on this page the building is shown as it appeared during the parade. The handsome cup awarded as a prize is pictured on the opposite page.

Send these folders or circulars out under two-cent sealed postage. This may seem very expensive to you, but it will pay, and pay richly. If you send a boy around with the circulars he may throw half the bunch into a convenient garbage barrel. But even if he distributes them faithfully, there is such a vast quantity of stuff delivered in this way that people "fire" it all into the stove without looking at it. If you want them to see it, send it to them under sealed postage. This is no pretty theory; it is a fact. It has been found true over and over again, and every successful advertiser will swear by the method every time.

Another thing: On the day that you send out these circulars have a window display of the preparation, and refer to this display in the circular itself. Coördinate your advertising efforts; make them all focus on one point. The sun's rays greatly increase in power when they are concentrated by a lens or reading glass. Advertising is likewise far more powerful when centralized on a given place. During the week that you have cold cream in the window and are advertising it in your circular, have it displayed on one of the counters or cases inside the store, and have a placard on it with a legend something like this: *"This is our Cold-Cream. It Softens the Skin after these March Winds Have Brought*

Chaps, Roughness, and Discomfort. 25 Cents." Then, if you have a chance, say something about the preparation to a customer, especially if he sees the display and reads the placard. Follow up the partial impression which the display has created, but, of course, do it delicately, and do not seem to infer that he should buy.—Condensed for the BULLETIN from an article by David R. Dorn in *Merck's Report.*

THE ARRANGEMENT OF STOCK.

Every druggist has of course his own ideas about arrangement of the stock, but in general the ideas bear similarity. The patent medicines would best be arranged according to the purpose intended. The cough medicines should be together in one place, the liniments in another place, effervescent salts in another, and so on down through the list, including blood purifiers, laxatives, bitters, asthma remedies, catarrh remedies, emulsions, malt extracts, teas, infant and invalid foods, beef extracts, vermifuges, female remedies, gonorrhea remedies, nervous debility remedies, kidney and liver remedies, etc. The preparations that are in tolerably large bottles or other rather large packages should stand on the shelves; those in small packages, such as small bottles or small boxes, may be in drawers which are located in close proximity to the shelves containing the same class of preparations, or they may be on narrow shelves situated behind and somewhat above the regular shelves. In the latter case the regular shelves should be somewhat farther apart than otherwise.

Such articles as disinfectants, shoe polishes and blackings, metal polishes, ink and mucilage, glues, insect, rat and mice exterminators, mineral waters, etc., should be arranged each class by itself, in the cupboards. The toilet preparations should also be arranged by themselves according to their purpose, viz., face creams, complexion powders, dental preparations, soaps, hair dyes, hair tonics, dandruff cures, perfumes, sachet powders, etc.

The tinctures, syrups, oils, and articles of this type should be arranged each class by itself. The greatest difficulty in arranging stock occurs with the drugs and chemicals, the former being in whole, ground, and powdered forms, the latter in crystal and powder forms. These are mostly in drawers, some are in bottles on the shelves, and the balance may be in cans or boxes in the back room. The writer has found the arrangement of these goods in the back room to be most convenient when it is according to the English names. Latin names are liable to be confusing, especially to the apprentices.

Such articles as are used mostly for prescription work should be within easy access of the prescription counter. The "small" chemicals, so-called, may be on shelving placed on the back of the prescription-counter screen, or they may be in special cupboards having narrow shelves arranged not directly above each other, but above and somewhat behind each other, the latter method of arranging shelves saving a great deal of space. Pharmaceutical specialties, pills, ointments, cerates, syrups, etc., should always be in close proximity to the prescription counter.

There have been many changes in drug-store arrangement and drug-store fixtures. It is the rule in the best arranged modern drug stores to have fewer drawers, less shelfware, fewer counters, more showcases, no heavy cornices on the fixtures, etc., everything with the view of having the store plain, neat, and convenient, with a good display of such stock as appeals readily to people (perfumes, sponges, soaps, cigars, stationery, etc.), and less display of the strictly medicinal portion of the stock.

After the stock has been properly arranged, an index should be made. For this purpose it is best to use an address book—which is provided with an index—of about 200 or 400 pages, according to the amount of stock. Each item of stock is entered in this book, giving the location, letting D stand for drawer, S for shelf, and C for cupboard, and numbers from 1 up would indicate the different sections of the fixtures. It is frequently advisable to enter an item under two or three letters. The book should also indicate the location of the different classes of

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A PLEASING PRIZE.—The circumstances connected with the awarding of this handsome cup are described under the illustration shown on the opposite page.

patent medicines, rheumatism medicines, cough medicines, etc. Such a book is of immense value to a new clerk, and is also useful to the older employees and the proprietor to find such articles as are of but infrequent demand.—*Western Druggist.*

BULGARIAN PHARMACY: A CLOSE PROFESSION.

It is interesting to probe into things that are both pharmaceutical and foreign. In doing so, one isolates curious conditions governing pharmacy as practiced in different countries. Take, for instance, Bulgaria. There the keeper of a pharmacy must possess the diploma of an assistant apothecary, have practiced pharmacy in the country, be a native Bulgarian subject of more than 23 years of age and of good character, and must have obtained permission to open a shop from the Conseil Sanitaire Supérieur, confirmed by the Minister of the Interior. The opening of a pharmacy is sanctioned according to the number of inhabitants, so that there is one pharmacy to 8000 inhabitants; but a shop can also be started in small towns of 4000 inhabitants, and in towns and villages where there is no pharmacy the apothecary of the nearest town can open a branch which can be worked by an assistant, but the owner is responsible. Thus we see the number of pharmaceutical businesses is in proportion to the population, but a pharmacy cannot be opened in a place where there is no doctor, and where there is no pharmacy the doctor is allowed to dispense. Moreover, in the larger towns the practice of pharmacy is further restricted by a law making compulsory a distance of 250 yards in every direction between any two pharmacies.

The management of pharmacists' shops, their inspection, the rules for the preparation and sale of medicines, etc., are defined in special regulations confirmed by Princely Decree. For the internal arrangements, as well as the quality of the medicines, the Government Pharmacopœia is obligatory, but until that standard has been elaborated and comes into force, the latest edition of the Russian Pharmacopœia is in use. As regards the sale of medicines, apothecaries, as the pharmacists are called, are bound by a special rate drawn up by the Conseil Medical Supérieur and confirmed by Princely Decree, and it is interesting to note that the medical council edits the list every three years according to the rise or fall in prices current in the chief European pharmacies.

No newly opened pharmacy can commence business before the report of the inspection by the proper sanitary authorities has been approved by the Conseil Sanitaire Supérieur, and the formalities in starting a new pharmacy are likewise necessary in the case of a transfer of a pharmacy from one town to

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THE LABORATORY OF A GREATER NEW YORK PHARMACIST.—One of the most scientific and professional pharmacists of New York is Emile Brunor, Phar.D. Mr. Brunor does a good deal of work along analytical and bacteriological lines, and enjoys a large patronage among physicians. In this illustration he is shown at work in the laboratory in the rear of his well-equipped pharmacy, surrounded by the paraphernalia of his profession.

another. Further, the permission to open a pharmacy cannot pass to the successors if the person who originally obtained the authorization has died before the opening and organization of the concern, and the permission expires if it is not availed of within ten months after it has been granted.

Thus it will be seen that in Bulgaria pharmacy is a very close profession.—*British and Colonial Druggist.*

ARE SOLUTIONS MECHANICAL MIXTURES OR NEW SUBSTANCES?

In a recent volume Duhem sketches the development of our ideas in regard to solutions. If we drop a lump of sugar into a glass of water the sugar disappears, and we have in the tumbler a colorless liquid which looks like water, but which has a different taste. We are all agreed as to the fact, but there has always been a difference of opinion as to what became of the sugar. Our view is that the sugar and water are still there, but so finely divided that we do not see the sugar. If we grind a little dry sugar together with a good deal of charcoal, we get a black mixture in which the eye does not detect the sugar, though the sugar is unquestionably there. Another view is that we have neither water nor sugar in the tumbler, but a new substance having properties differing more or less completely from those of the sugar and water. This is the view that we take in regard to sugar itself when we speak of it as made up of charcoal and water. The first view, of a mechanical mixture, was held by the Greek atomistic philosophers under Epicurus, while the second view was defended by Aristotle and the peripatetic philosophers. Through the middle ages the views of Aristotle prevailed; but Bacon and Descartes brought the atomistic view to the front again, while Newton modified the views of Descartes by substituting assumptions in regard to mutual attractions and repulsions for assumptions as to the shape of the atoms. In the second half of the nineteenth century the application of thermodynamics to chemistry has led to the discovery of new laws, and these discoveries have been made without assuming anything in regard to atoms. The natural tendency is therefore to reject the atomic theory as a superfluous hypothesis. The only distinction that we can draw between chemical compounds, like sugar or salt, and solutions, such as a mixture of sugar and water, is that the composition of the solutions can vary continuously while the composition of the compounds cannot. The natural inference is that solutions are to be looked upon as compounds or new substances with varying composition. The scientific world has thus come back to the view of Aristotle. The matter stands now as it stood centuries ago. One school still holds the views of Epicurus, another stands ready to break a cudgel for Aristotle. Even now we do not know what happens when we put sugar in our coffee, though we know why we do so—except where it is merely a matter of habit.—Editorial in the *Popular Science Monthly.*

A Unique Method of Advertising.—This interesting illustration is kindly sent in to the Bulletin by one of its Hawaiian readers—Mr. Harry L. Shaw, of Hilo, manager of the Hilo Drug Co. It shows a Japanese physician who has a private hospital in Hilo for the people of his race. Druggists everywhere will recognize the young woman around whose shoulders the physician's arm is affectionately placed as a Bromo-Seltzer maid. The inference is that the young woman is the head nurse of the institution! Mr. Shaw tells us that the idea has taken with the Japs of Hilo exceedingly well. A couple of other interesting Hawaiian pictures, likewise kindly sent in by Mr. Shaw, were reproduced in last month's Bulletin.

LETTERS.

This department in the present issue is unusually rich in practical and "workable" ideas from live druggists—ideas which can be imitated with profit. This is the sort of material which we like to have readers of the journal send us for their mutual pleasure and advantage; and we repeat our invitation often extended to make of the department a co-operative exchange.—THE EDITORS.

ADVERTISING PERFUMES AT EASTER TIME.

To the Editors:

We send you a specimen [see the illustrations] of the Easter advertising of perfumes which we found very profitable last year at this season. The

Front of card, showing gelatin capsule filled with perfume.

cards were 2 3/8 by 3 inches in size. We simply bought small Easter cards in large quantities and then stuck on them the capsules of our perfume. A few words about the perfume were printed on the back.

The perfume itself was a mixture of some of our old odors mixed with some of the best, and the name "Dianthus" was assumed. It was quite a little job to prepare the capsules, but we felt much more than repaid for our labor. We took advantage of millinery openings at two leading stores and placed the samples among the millinery goods. Consequently they were well distributed, and our perfume trade was very appreciably stimulated.

We filled the capsules with a medicine dropper, and then made them tight with a hot, 20-per-cent aqueous solution of gelatin put on with a camel's-hair brush. They were then stuck on to the cards

This Capsule contains a sample of our special odor,

"DIANTHUS."

It is Sweet and Lasting, and very appropriate for

-EASTER-

50c PER OZ.

HICKS AND BARNES,

DRUGGISTS,

McGREGOR, TEXAS.

Back of card.

with glue. The capsules, broken in my lady's handkerchief, gave her a delicate odor which she was not slow to appreciate. HICKS & BARNES.

McGregor, Texas.

HOW THEY SOLD PAINT!

To the Editors:

I see you request descriptions of window displays and other advertising ideas. I will therefore give you one which we used in our window some weeks ago with good results, and which, if used by some of our brother druggists who handle paints, might be a "winner" for them also.

We employed a man having a trained dog to give an exhibition in our window advertising the Sherwin-Williams paint, for which we are agents. We arranged the paints in the rear of the window and on the sides in as attractive a way as possible. In the center were the man and his dog. Here the man carried on the exhibition, and each time he had the dog perform we would have him exhibit different cards calling attention to some merit of the paint. The dog was well trained, and as a result the thing proved to be a good advertisement for us. We had a large crowd around the window all day, and it was the talk of the community for days afterwards. You know this is what we all wish when it comes to advertising in any way. Once get the people to talking about you, and you will soon have them buying from you!

WALTER S. NICKLIN,
Of Geo. E. Bushnell & Co.

Winchester, Va.

SELLING CAMERAS IN A FARMING LOCALITY.

To the Editors:

Some three years ago I made a couple of bicycle trips in the spring to several farms in the vicinity where I live. I took pictures of a number of farmhouses and views; these I developed and sent out as compliments to the owner of the place where the view was taken, at the same time enclosing a letter stating that I had done the work myself and that the developing of the picture was easy and could be done by any boy or girl. And as I selected farmers that had grown or half-grown children, I found that I soon sold a camera in several of these places.

As soon as this business got started, one camera would suffice to advertise the business in each farmer's immediate locality; and that first summer I sold two dozen cameras, or about twice as many cameras as I had sent out complimentary pictures!

This is a plan that requires very little work, hardly any expense, and gives tenfold returns. I have sold an unusual number of cameras, and I have particularly noticed that each year, when I made a trip or two to some new locality where I had no trade on cameras, the complimentary pictures would bring a large sale in that locality, whereas in the places where the business was already established it would take care of itself and show a steady demand for more cameras. Besides, I have not heard of any cameras in this community being bought abroad, as is so frequently done through advertisements in magazines and papers.

I believe the community where I live is not unusually good as a field for this particular business. On the contrary, I believe the plan will work in any farming community. The druggist should create a demand, get the young people started, let them see samples of the work, and when that is done, he will have a nice little side line worked up that is bringing results every year, whether the plan of making special trips is kept up or not. At least my work has paid well.

Now, Messrs. Editors, if you will let your subscribers know of this, perhaps they will try it. And as far as the undersigned is concerned, it is only the great satisfaction this plan has brought him that made him think of letting you know of it.

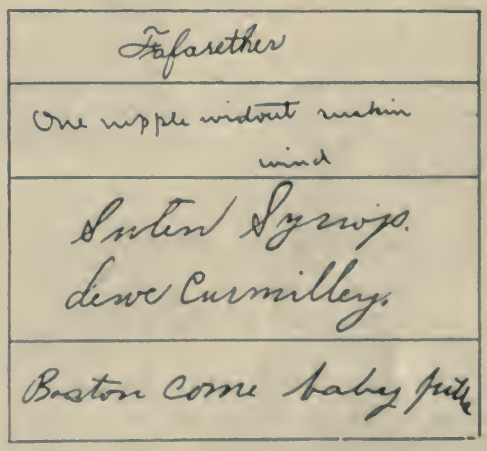
MAX H. STUHLOW.

Kindred, N. Dakota.

[NOTE BY THE EDITORS.—For druggists situated in farming localities this idea is doubtless a very successful one. On behalf of our readers and ourselves, we thank Mr. Stuhlow for calling it to our attention; while we would also grasp this occasion to urge others to do as he has so kindly done and submit for mutual pleasure and profit the plans and methods which they have found to be successful in the hunt for trade.]

WHAT DID THEY WANT?

The accompanying illustration shows in facsimile a few amusing orders which have been received by our readers in the regular course of trade. The first, contributed by Theo. Schirmacher, of Brenham, Texas, calls singularly enough for "Pierce's Favorite Prescription!" The second, sent in by Vincent Benedict, of Grand Rapids, Michigan, needs no interpretation, though it can scarcely fail to provoke a smile. The third, from Mr. Schirmacher again, will be seen more or less readily to call for



Dewey's carminative;" and in connection with this order the remark may be hazarded that phonetic spelling is sometimes a fearful and wonderful thing! The fourth and last order, submitted by McAdams & Morford, of Lexington, Ky., is another curiosity. It would take several minutes of study, and perhaps some questioning of the customer, before the discovery would be made that this calls for balsam copaiba pills!

"WAITERS" VS. SALESMEN.

To the Editors:

Happening into a strange drug store not long ago, I was favorably impressed with the neatness and politeness of the clerks; and after I became acquainted with the proprietor, I complimented him on being lucky enough to have such a nice lot of fellows with him.

"Yes," he said, "It's a fact that they are polite and agreeable, and they know a few things about drugs, which of course is required of clerks in any

up-to-date store. But when that is said, all is said. They are merely waiters, and not salesmen. If John Jones comes in and asks for some tooth-powder, he gets it and is very politely invited to call again; but those clerks never think of trying to sell him a brush, or some other article with it. That's why I say they are waiters and not salesmen. We want clerks that make a customer see that he needs something else besides what he calls for. I had one of those kind with me five years once, and I paid him a much better salary than I do these —'waiters.' "

"Where is he now," I asked.

"Oh, he runs that store up there on the corner, and I dare say he is making a success out of it."

Since I have thought of what this druggist said, I have noticed that the majority of clerks are merely waiters. CECIL W. LONG.

Golconda, Ill.

[NOTE BY THE EDITORS.—There is a heaven-wide difference between "waiters" and salesmen; and clerks who are anxious to get along would do well to ponder the words of this experienced druggist.]

THE OBSERVER IN TROUBLE AGAIN.

To the Editors:

In the January number of the BULLETIN OF PHARMACY there appears an article in the "Observer's Column" in which both the Observer and a gentleman whom he quotes seem anxious to kick. Now I would suggest that the two aforesaid gentlemen be placed about two feet apart, with their backs toward each other, their "mule armor" buckled on, and then given full liberty to kick till some one is completely annihilated.

I feel safe in venturing the opinion that neither of these gentlemen has ever held the position of clerk or proprietor in one of the country drug stores which constitute 80 per cent of the pharmacies. A proprietor or a clerk who has nothing to do but to supply the wants of customers could conveniently wear a coat, and I think should do so. But the bulk of the druggists who are found in the small country stores do not find it convenient, sensible, or possible in most cases to wear coats while working. These people are waiting on trade one moment, carrying a box or barrel to the basement the next, cleaning show-cases the next, attending to the wants of a customer the next, only to be followed by a sojourn at the sink washing mortars and graduates. Is it expected of these men to go about with coat and cuffs on, looking as tidy and neat as their more fortunate brethren, and is it possible? Again, the salary of the majority does not permit them to invest in a new coat every month or so, and certainly a coat worn while performing such promiscuous tasks would not be long fit for wear.

The point in regard to the minister entering the pulpit in his shirt-sleeves is poorly taken. If a druggist's work consisted of a preacher's duties, he would dress likewise, but as many of his duties are those of a laborer, he must dress accordingly.

I think there are many things about drug clerks and proprietors that should be "kicked out of existence" before an attack is made on shirt-sleeves!

A. C. TIFFANY.

Chelsea, Mich.

[NOTE BY THE OBSERVER.—Now if there is anything the Observer likes it is a man who has something to say and who can say it with pungency. Mr. Tiffany quite wins his heart! As for that first paragraph—well, the Observer hopes he knows "a good one" when he sees it, quite regardless of whom it's "on." As for the second paragraph, he may reply that he *has* held the positions of both clerk and proprietor in a country store, and that it was his custom to put his coat on *after* he had come from his "sojourns at the sink" and from the other similarly delightful and amusing occupations which form so much of the joy of a country druggist's experience. Moreover, he made it a practice to do these things—these "duties of a laborer"—the first thing in the morning, and he was then for the most part free from them for the rest of the day. Finally, the Observer is authorized by the Editors of the BULLETIN to say that they should like exceedingly well to receive Mr. Tiffany's assistance in disposing of some of those many other things which should be "kicked out of existence." Kick good and hard, Mr. Tiffany—and don't mind who's in the way!]

"TALK ABOUT SHOTGUNS!"

To the Editors:

I enclose copy of a "receipt" recently brought to us for compounding—a liniment and a "sure cure" for rheumatism. Talk about "shotguns!" here is a 40-barreled one:

Corrosive sublimate	¼ ounce.
Tartar emetic	½ ounce.
Gum euphorbium	½ ounce.
Tincture of cantharides	¼ ounce.
Oil of spike	2 ounces.
Verdigris	¼ ounce.
Oil of wormwood	½ ounce.
Croton oil	¼ ounce.
Turpentine	2 ounces.
Blue ointment	¾ ounce.
Tincture of iodine	1½ ounces.
Laudanum	1 ounce.
Wood alcohol	4 ounces.
Aqua ammonia	2 ounces.
Tincture of capsicum	1 ounce.

Mix and add 1 ounce of sulphuric acid, the whole to be added to 1 quart of "chamber-lye" and well shaken together.

Hoping this may prove of interest, I am, yours fraternally, L. E.

A QUESTION OF INCOMPATIBILITY; SOMETHING ALSO ABOUT CROTON OIL.

To the Editors:

In the January issue I find under "Dispensing Notes" by H. P. Hynson, pages 21, 22, and 23, the following statement:

> Potassium acetate throws down a green precipitate from the infusion of digitalis, but none from the present official preparation.

I would like to know how Mr. Hynson keeps the green precipitate from falling down after a few hours standing. I have made the infusion of digitalis as directed by the United States Dispensatory, 1890 (U. S. P.), and have never yet succeeded in making the enclosed prescription hold up even after adding the 10 per cent of glycerin as suggested by said dispensatory. Digitalis is incompatible with alkalies (Merck's 1901 Manual); if this is true, would not the enclosed prescription be incompatible?

℞ Pot. acet. ..... 30.
Infus. dig. ..... 120.

Teaspoonful every 4 hours.

In reply to the request from "Texas" (January "Queries") I will give the experience of a physician here in giving large doses of croton oil. He commenced with the maximum dose (two drops), in one hour gave three, in another five, and in still another seven, before he obtained the desired effect!

H. M. VAUGHAN.

Wolfe City, Texas.

[NOTE BY THE EDITORS.—In speaking of the formula for infusion of digitalis, does our correspondent refer to the 1890 Dispensatory or the 1890 Pharmacopœia? The formula in the former would be, not that of the 1890 U. S. P., but that of the 1880 U. S. P., and would therefore *not* be the one referred to by Mr. Hynson. Have our readers anything to offer on the subject of Mr. Vaughan's letter?]

"EASTER IN THE COUNTRY"—A CLEVER WINDOW.

To the Editors:

Let me describe one of the two Easter windows which I designed last year in the store of J. J. Quarry, in which I am employed. It pictured Easter in the country. From the back of the window, reaching to the ceiling, were spirals of twisted tissue-paper. In the center of these was a large card bearing the words which gave the key-note to the window: "EASTER IN THE COUNTRY." The floor of the window was covered with dry grass and leaves. Marsh grass on each end made good hiding-places for birds' nests. At one end was an old keg containing hens' eggs which was marked: "BIDDY'S CONTRIBUTION TO EASTER." The other end had an open nest filled with broken egg-shells; a bantam hen with white and yellow cotton chicks were at the edge of the nest in the foreground. This nest was "BIDDY'S EASTER." In the center of the window was a nest of colored eggs with a mounted rabbit beside it. On either side were a blue heron and a pair of bitterns. Egg dyes of various colors were strewn throughout the floor of the window.

G. CLAUDE DRAKE.

Ann Arbor, Mich.

FROM A "LADY IN TROUBLE."

To the Editors:

I send you a letter which I received the other day

> Dear sir can you supply
> any thing to win love my
> husban beaves me with two
> small children while
> he goes with another
> woman openly saying
> that he no longer loves
> me if you have any love
> powders please let me know
> the price of them and i
> will send the money
> pears answer in the enclosed
> envelope whether you have
> them or not do not be afraid
> that i want them for dishonest
> matters

from a lady in trouble. It may interest the readers of the BULLETIN.

T. T. BEATTIE.

Finch, Ontario.

CRITICISM DESIRED.

To the Editors:

I take the liberty of sending you the following prescription, which I was recently called upon to dispense:

℞ Emulsion terebinthinae et olei ricini,
U. S. P., 50% ..... ℥ij

Sig.: One dessertspoonful every three or four hours.

I would be pleased to have you submit this prescription to the readers of the BULLETIN and ascertain how they would proceed in such a case. The doctor being inaccessible, the matter was left to my discretion. Hoping this will elicit some criticism from the readers of the BULLETIN, I beg to remain one of your most faithful readers.

F. H. H.

Quincy, Ill.

BUSINESS HINTS.

The Editors of the BULLETIN *would like to have readers send in to them specimens of their newspaper, booklet, and circular advertising for description and criticism in this department.*

A Display from England.—

The accompanying small illustration of a window is sent in to the BULLETIN by one of its foreign subscribers—Albert F. H. Stevens, of Cromborne, England. The design was constructed to advertise "Stevens's Tonic Blood Formers." Says Mr. Stevens: "I first covered the floor of the window with husks. Bran, however, would answer the same purpose. Over this I strewed sparingly some dried natural green moss, which gave it rather a pretty and fresh appearance. Then I placed the boxes of Blood Formers in a line around in front of the

window on the window floor, and also against the side of the keystone arch and the box supporting the latter. The arch was made of strips of wood in trellis-work style. The ends were cut off to form a half-circle, and a few strips were nailed on for the keystone. The interstices were then filled up with plaster-of-Paris, and the surface was smoothed. After coating it with liquid glue, it was dusted with coarse yellow sand. The keystone itself, however, was left white. Then dry grooves in the arch were made with a saw so as to represent masonry. The back of the arch was covered with red tissue-paper, as was also the box against which it rested. The keystone bore the words: 'THE KEYSTONE TO HEALTH,' and under these was a hand pointing downward to the words: 'STEVENS'S TONIC BLOOD FORMERS.' Other signs were placed about the window: (1) 'A CURE FOR ANEMIA, NERVOUSNESS, RHEUMATISM, SCIATICA;' (2) 'AN INVIGORATING BLOOD AND NERVE TONIC;' and (3) 'TRY A BOX.' I may say that the window attracted a good deal of attention and sold a large quantity of goods."

"What we say"—A Good Cough Folder.—

The BULLETIN is in receipt of a very good folder from N. E. J. Helmick, 8 Arcade, East Main Street, Muncie, Ind. It advertises a cough preparation with an unusual, and for that reason a very commendable, name—"Wine of Glycerin." The folder is 5½ by 9½ inches in size; the paper is a very good quality of white stock; and the ink is in two colors, red and black. Typographically the folder is very well gotten up indeed, and we must say also that the text is well written and arranged. The title of the folder on the cover is "What We Say," printed in red and black and nicely displayed. On the back of the folder, similarly well displayed, is this statement: "IF WINE OF GLYCERIN WEREN'T THE BEST COUGH REMEDY WE WOULDN'T ASK YOU TO BUY IT!" The two inside pages briefly point out the merits of the preparation. The third page contains this matter:

WHAT WE SAY

WINE OF GLYCERIN WILL DO.

Two doses will stop the tickle in your throat.

Given to children who are disposed to be croupy, it will prevent croup.

It will cure the dry, hacking bronchial cough which other cough remedies will not affect.

We have a customer who was troubled over two years with bronchial cough, had tried nearly everything with no effect. Wine of Glycerin cured her.

It always relieves and sometimes cures whooping cough.

A lady whose child had whooping cough was told by her doctor it would be a long time before it would get well. One bottle of Wine of Glycerin cured the cough, and now this lady says she will always keep Wine of Glycerin in the house.

Mr. Helmick tells us that he had 2000 of these folders printed. They cost him $6.50; he paid $3 additional for having them distributed; and the plain No. 6 envelopes in which they were enclosed cost still another $2, making a total expense of $11.50 for 2000 folders.

A Blanket Circular.—

Mr. L. E. Edwards, of Pascoag, R. I., sends the BULLETIN a copy of a recent blanket circular he has had printed. It is 12 by 22 inches in size, and is printed only on one side. Mention is made of all of the Edwards specialties, including as many as twenty-six preparations. Mr. Edwards informs us that these have been distributed among the down-

town people, and placed in packages leaving the counter. He asks our opinion of them. We scarcely know what to say. Theoretically, we are inclined to disbelieve in the efficacy of a shotgun advertisement of this sort. We would be much more inclined to place value upon a small slip mentioning one specialty and concentrating the attention upon that. But we realize, after all, that theory may not always work in advertising. Practical results are often very surprising. It might be that in Mr. Edwards's town and locality a thing of this sort would succeed. We do not know. Advertising is a good deal of a lottery, and one has to feel his way quite largely. We may say in conclusion that the paper which Mr. Edwards uses in his circular is rather inferior, and that the typography is commonplace. These elements would naturally tend to lessen the value of the advertisement.

A Capital Idea Anent Window Displays.—

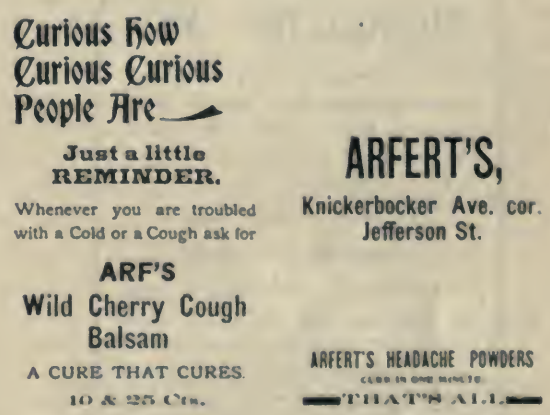
W. A. Dawson (*American Druggist*) tells us that an "idea book" is kept by a certain clerk, in which he makes memoranda and rough sketches of whatever ideas he thinks may be useful in getting up displays. In this book is also entered memoranda relating to goods that are available for display. In this way he usually has a large number of possible displays on tap, and can map out his work some weeks or months ahead, and have the window displays always seasonable and appropriate. Frameworks, backgrounds, and false-work—the hidden parts of the trim—are prepared at odd times during the preceding weeks, and the decorative materials and accessories carefully thought and worked out; or, if there is no time to do this, an effective trim can be worked up quickly with what material in the way of "properties" may be on hand. These "properties"—to use a theatrical term—are the various platforms, stands, frameworks, and draperies that have been carefully preserved from former trims, and which are used over and over again in different combinations.

Classifying "Patents" upon the Shelves.—

"Patent" medicines can be arranged systematically, but in many stores no effort is made to do this, and time is lost for want of system. C. B. Lowe says he has arranged patents under the following headings, viz.: Pulmonary remedies, pulmonary tonics, dietetics, purgatives and laxatives, female remedies, tonics, stomachics, blood remedies, kidney and bladder remedies, external remedies, anthelmintics and vermifuges, children's remedies, eye remedies, hair preparations, tooth preparations, disinfectants, aseptic and antiseptic goods. Each preparation has assigned to it a certain space which is kept filled by drawing upon the stockroom in the case of those articles of which quantities are bought. When an article is called for, if it is not in a certain place then we haven't it.

A Cough-cure Folder.—

A little four-page folder, 2¾ by 4½ inches in size, was gotten out recently by one of the BULLETIN readers to advertise a cough balsam. "Do Not Open This" appeared on the front cover; there was nothing on the rear cover; and the two inside pages are reproduced herewith in *facsimile*, though somewhat reduced in size:


Curious How
Curious Curious
People Are

Just a little
REMINDER.

Whenever you are troubled with a Cold or a Cough ask for

ARF'S
Wild Cherry Cough
Balsam

A CURE THAT CURES.
10 & 25 Cts.

ARFERT'S,
Knickerbocker Ave. cor.
Jefferson St.

ARFERT'S HEADACHE POWDERS
CURE IN ONE MINUTE
THAT'S ALL.

This surely conforms to the advertising tenet that the reader must not be wearied and confused with too much reading matter.

A Simple Window Trim.—

In marked contrast to the elaborate designs for window trims usually published, commend us, says the *Western Pennsylvania Retail Druggist*, to the simple and yet quite effective one we noticed the other day at Bundy & Eaton's, 3417 Butler Street. It consisted merely of Epsom salt, probably 100 pounds or more, arranged in a neat conical shaped mound with a card bearing the inscription, "Epsom Salt, 10c a pound." The beautiful sparkling crystals showed up handsomely under the reflection of artificial light. It attracted attention, too.

Seems Feasible.—

If you are going to have a special sale we would recommend the "good-morning" tag, says the *St. Louis Grocer*. Get a few thousand squares of fancy

colored cardboard about four inches square. Through a hole, near the upper corner, place a loop of colored cord. On one side of the tag print in old English type the words, "Good-morning." On the reverse side have wording like this: "Are you going to Blank's?" These tags should be hung on every door-knob in town. People will first see the "Good-morning" and then the invitation. We prophesy that the wording will be the salutation for your townsmen for several days.

A Headache-cure Slip.—

Here is a headache-cure slip that Owen Raymo, of Wayne, Michigan, wraps in parcels leaving the

Where did that Headache Go?

If there was no cure for headaches of course you would have to bear them, but there is a cure—quick, safe and sure.

That cure is.....

Raymo's "Matchless" Headache Wafers.

This cure goes right to the throbbing, tearing pain and soothes it, and does it so quickly and effectually that you will likely ask, "Where did that headache go"? and the cost is so little; a box will cure a dozen headaches and only costs a quarter. Two cents is pretty cheap for so much relief. Get it Now.

Owen Raymo,

THE WAYNE DRUGGIST.

counter. It would do also for a newspaper advertisement. The slip itself is 3 3/8 by 5 7/8 inches in size.

Pushing One's Own Household Remedies.—

John J. Seiberz, of Story Avenue and Webster Street, Louisville, Ky., has devised a new scheme for pushing his own line of household remedies. A coupon is given with each bottle sold, and when enough coupons have been secured to indicate that $3 worth of the remedies have been purchased, Mr. Seiberz presents the customer with a tripod aquarium, containing two gold fish and the necessary plant, shelves, pebbles, and the like. When this plan was first announced a dozen of the globes were placed in the window, and around them were put packages of the household remedies. By close figuring Mr. Seiberz finds that even after giving an aquarium away he still makes about 75 cents on a $3 transaction. Thus he makes a pretty fair profit and gets a good advertisement at the same time! He tells us that the scheme so far has proved a pronounced success.

The Evans Signs.—

As everybody knows, George B. Evans, of Philadelphia, has four large and successful stores in that city. Over the entrance door at each is one of the changing electric signs which have become so much used during the last two or three years. One evening not long since a correspondent of the BULLETIN stood before one of the Evans stores and wrote down a complete list of legends as they were, one after another, flashed into view:

NO STORE
LIKE EVANS'.
COME IN NOW.
IT'S PLEASANT.
HAVE A LOOK,
HAVE A TALK,
HAVE A SODA.
HAPPY DAYS—
GET IT AT
EVANS'
DRUG STORE.
YOU WILL
SAVE MONEY.
WE DELIVER.
MOST PLACES.
PLENTY OF
DRUGS, GIFTS.

1106 CHESTNUT.
EIGHTH AND ARCH.
2330 NORTH FRONT.
1012 MARKET.
FOUR STORES.
ALL GOOD.
PRICES RIGHT.
GET A SAMPLE.
SOAPS, BUT
NO BAD ONES.
PERFUMES, BUT
NO STALE ONES.
FLASKS, BUT
NO FULL ONES.
NO SODA LIKE
EVANS'.

An Ingenious Idea.—

The admirably-equipped pharmacy of Bendiner & Schlesinger, of New York, was illustrated in the January BULLETIN. This wide-awake firm has now hit upon the idea of placing its business card in the middle of a transparent brand of glycerin soap of its own preparation so that the more one washes the nearer he comes to the card!

A Pointer.—

No package should go out of a retail store without some piece of printed matter drawing attention of the purchaser to the store or some particular line of goods in the store.

PRACTICAL PHARMACY.

Three Prescriptions for Capsules.—

These were presented at the last meeting of the American Pharmaceutical Association by Henry P. Hynson:

Potassium iodide ..... 3j.
Biniodide of mercury..... gr. iij.
Glycerite of starch,
Cocoa butter, of each sufficient.
Make 48 capsules.

If the glycerite and butter are used the capsules cannot be made to stand. The potassium iodide should be powdered, dried, and rubbed up with two drachms of starch, with which the mercury salt had been previously mixed; and the whole should then be dispensed dry.

Tannic acid ..... 3j.
Dispense in 12 capsules.

The capsules, when placed in water, were found to disintegrate or open in about five minutes; the tannin was dissolved in about fifteen minutes, but the gelatin became insoluble, as might be expected.

Potassium acetate ..... 3j.
Make 12 capsules.

While attempting to wipe these capsules off to cleanse them, it was found that they had become very brittle, due no doubt to the absorption of the water in the gelatin by the potassium acetate. There seems nothing to do in this case but to be very careful not to get any of the acetate on the outside of the capsule. The capsule may be washed with alcohol to some advantage.

An Interesting Discussion on the Adulteration of Chemicals.—

Professor Coblentz recently read a paper before the Society of Chemical Industry in New York on the adulteration of chemicals as practiced in the American market. In his work on the Pharmacopœia he had found impure chemicals to be the rule rather than the exception, and he outlined a number of cases where gross adulteration was practiced. Among a number of samples which he enumerated was sodium phosphate. He had very frequently found this substance to contain arsenic, and he submitted a number of samples which contained large and even dangerous quantities. Discussing the paper, Dr. Parker, of the General Chemical Co., declared druggists themselves were responsible for the prevalent adulteration. He said that the druggist alone could bring about a reform in this matter. He thought the druggist should test every chemical he bought, and be sure of its purity before dispensing it. Dr. Parker said further that pure chemicals could be obtained if the proper price was paid for them, and he thought that the cause of so much impurity could be traced to the jobber, or middle man, and not the manufacturer. Replying to this charge, E. H. Gane, of McKesson & Robbins, declared that as a rule the wholesaler bought directly of the manufacturer in original packages, and these were delivered to the retailer in the same condition; thus the statement that the wholesaler is responsible for impure chemicals is without foundation, and the manufacturer alone can be held responsible.

Incompatibility of Calomel With Cocaine Hydrochloride.—

Jean (*L'union Pharmaceutique*) calls attention to the incompatibility between calomel and cocaine hydrochloride, which was described by Schell in 1891. Schell found that when cocaine hydrochloride was dissolved in water, and a drop of the solution was placed in contact with calomel, the latter assumed a grayish-slate-colored hue, due to the reduction of the calomel to metallic mercury. Some physicians prescribe ointments containing calomel and cocaine hydrochloride, and pharmacists are puzzled in such cases to find a way of avoiding the grayish precipitate which forms. Jean advises that the calomel be mixed first with the fat body, and then the cocaine can be added in the form of a solution. In this way the particles of calomel are first coated with fat, so that the cocaine has not the opportunity of reaching them at once. Desesquelle (*Bulletin Medical*) suggested that a white ointment may be obtained by not dissolving the cocaine, but adding it in powdered form to the ointment. The process of Jean is to be preferred, according to the *Répertoire de Pharmacie*, because it is a principle in pharmacy that substances soluble in water which enter into the composition of ointments should be dissolved before they are incorporated.

Magnesium Citrate Solution.—

H. L. Sayre (*Western Druggist*) states that if magnesium citrate solution is thoroughly sterilized it will keep perfectly. He prepares the solution as follows: Magnesium carbonate, 6 ounces; citric acid, 12 ounces; water, enough to make 120 ounces. This is heated gently until solution is effected, and the liquid is then strained through cotton-wool and measured into 12-ounce bottles, ten ounces in each. To each bottle is added two ounces of syrup of citric acid (U. S. P.) and the mixture shaken.

A piece of absorbent cotton is inserted tightly into the neck of each bottle. The bottles thus prepared are placed in a covered vessel and water added until about three-fourths of the bottles from the bottom upward are immersed. The water is brought to a boil and this temperature maintained for half an hour. The bottles may then be removed and stored. When a bottle is dispensed, the cotton is removed, 40 grains of potassium bicarbonate is added, and the bottle properly corked.

Cloudy Syrup of Hypophosphites.—

This formula is used by A. E. Hiss (*Western Druggist*):

Calcium hypophosphite	128 grains.
Sodium hypophosphite	64 grains.
Potassium hypophosphite	64 grains.
Quinine sulphate	40 grains.
Iron pyrophosphate, scale	96 grains.
Strychnine sulphate	6 grains.
Sugar	3½ pounds av.
Water	32 fluidounces.
Simple syrup, enough to make	½ gallon.

Mix the three hypophosphites, quinine sulphate, and water in a suitable dish, apply a gentle heat until all are dissolved, add the sugar, continue the heat until it is dissolved, then bring the liquid to a boil; remove the vessel from the source of heat, add the iron pyrophosphate, stir the liquid until it is dissolved, dissolve the strychnine sulphate in about 6 fluidrachms of distilled water, add to the preceding solution, strain the whole through cloth, and add enough simple syrup, if necessary, to make the liquid measure one-half gallon.

This makes a thick syrup in which the cloudy matter subsides slowly and is readily diffused through the liquid on agitation. It should be preserved from the light, as it becomes darker on exposure.

Making Simple Syrup.—

In a recent paper (*Western Druggist*) on syrups A. E. Hiss impresses upon his readers the fact that strong heat must be avoided in the manufacture of simple syrup. The water should first be heated to boiling, and then the sugar stirred in. Almost immediate solution takes place, and the vessel should at once be withdrawn from the source of heat. If the sugar and water be mixed before heat is applied the sugar is practically subjected to the direct action of heat, and by the time the sugar is all dissolved the syrup is probably boiling. Some chemical change certainly does take place, as is evidenced by the brownish tint of the solution and a certain marked taste. Simple syrup properly made should have a pure, sweet taste and be entirely colorless, unless bluing be present in the sugar, when upon standing for a few days the blue will subside and leave a practically colorless syrup. To avoid this, use either pure granulated sugar, free from the ultramarine contamination, or rock candy.

Concerning a Specialty for Rheumatism.—

Mr. Cooban, the well known Chicago contributor to the BULLETIN, has for good reasons never included a rheumatism cure among his quite complete list of specialties. Rheumatism has so many forms, and the conditions vary so decidedly in every individual case, that a formula that would meet all the requirements is practically impossible. "In putting out remedies," he says, "it is always well to remember that after they leave your hands they are beyond your control; that medicines affect different people differently; and that it is always well to be on safe grounds and not attempt to prepare a 'cure-all' which will react like a boomerang. However, if a druggist feels that he *must* put out a rheumatism specialty, I think that probably the best thing would be an elixir of sodium salicylate containing ten grains of the salt to the fluidrachm. This would relieve the pain in most instances, and would be least likely to cause unlooked-for trouble."

Toughening Filter-paper.—

"Here are some notes on filtration that I pasted in my drug-store scrap-book more than a dozen years ago," says a druggist in the *Pharmaceutical Era*. "At that time I was looking around for some tough filter-paper, and I found that ordinary filter-paper of the shops could be 'toughened' by oneself, and thus made much more durable and safe. All that is necessary is to immerse the paper in nitric acid, and then wash it well with water. A remarkably tough paper results, which can be washed almost like linen, and is yet quite pervious to liquids. Or the papers may be folded and only the apex treated with acid and water. A little washed kaolin or purified talcum agitated with some viscous liquids materially accelerates filtration; and especially does such an addition aid in filtering turbid liquids containing matters in suspension, which are apt to pass through the filter, or to stop up its pores."

Cutting Castile Soap.—

Cutting Castile soap without the use of a regular cutter presents some difficulties. H. F. Ruhl suggests (Proceedings Pennsylvania Pharmaceutical Association) that to cut the soap easily a thin spatula must be used. The trouble then is to cut straight. To accomplish this, a trough with open ends made with half-inch boards serves the purpose well; the inside dimensions being 2⅞ inches

wide, 3¾ inches deep, and about 14 inches long. Near the end a perpendicular slit is cut through the side boards with a saw. Passing the spatula down through this slit the bar is cut neat and straight. For trimming off the corners a carpenter's small iron plane does the work well.

Petroleum Emulsion.—

Whether petroleum oil or its products have any medicinal virtue or not when taken internally there is a constant demand for a petroleum emulsion. The following formula is the result of several investigators, says W. L. Scoville in a paper read before the Massachusetts Pharmaceutical Association:

Petroleum	50 Gms.
Almond oil	250 Cc.
Powdered acacia	50 Gms.
Powdered tragacanth	15 Gms.
Syrup of hypophosphites	200 Cc.
Water, to make	1000 Cc.

Melt the petroleum, add the almond oil, and when the mixture has become clear allow to cool. Place the acacia in a dry and capacious mortar, add 200 Gms. of the oil mixture and 100 Cc. of water; stir vigorously until a smooth creamy emulsion is obtained. Then add the rest of the oil in portions of about 10 Cc. at a time, alternating with portions of about 5 Cc. of water, and taking care to keep a smooth and creamy emulsion. Then add gradually 100 Cc. of water, stir the tragacanth into the mixture, add the syrup of hypophosphites (if desired), and lastly enough water to make 1000 Cc.

Good—A Customers' Recipe Book.—

In some localities many of the pharmacist's customers have recipes of their own that are filled frequently. Many customers ask the pharmacist to keep the recipes for them and thus save them the trouble of bringing them each time. H. F. Ruhl, of Manheim, Pa., has found an indexed memoranda book, indexed thoroughly, admirable for this purpose. This arrangement makes it possible to find any customer's recipe in a moment.

Cleaning an Ointment Slab.—

To clean an ointment slab quickly and thoroughly, says Joseph Hostelley (*Pharmaceutical Era*), proceed as follows: Sprinkle a little sodium bicarbonate over the slab and rub briskly with waste paper until all visible matter is removed, then wash thoroughly beneath the water spigot.

Preventing Incompatibility Between Tinctures of Hydrastis and Witch-hazel.—

According to M. Hamdi *(Rép. de Pharm.)* the precipitate which forms on mixing tinctures of hydrastis and witch-hazel is dissolved on adding to 15 grammes of the mixture 1 drop of hydrochloric acid, and affords a perfectly clear preparation.

NEW REMEDIES.

Aspidinol.—

A crystalline body isolated from the etheric extract of male-fern (*Aspidium filix-mas*) and from *Aspidium spinosa,* the female fern. It is an isomer of filicic acid.

Elkossan.—

A new and powerful antidysenteric and hemostatic, which, according to Dr. Mongeot of Saigon, is derived from a *Brucea* indigenous to Sumatra. It appears in trade in tablet form.

Fergon.—

Trade name for an organic iron combination similar to the albuminate. According to the claims of the manufacturers (Leerbach & Hohm), it contains neither free alkalies nor acids, and is composed of sterilized and stable ingredients.

Theocin.—

This new synthetic product, manufactured by the Farbenfabriken of Elberfeld Co., was mentioned in the department of "Practical Pharmacy" in the February BULLETIN.

Trinophenon.—

According to a prospectus printed in the *Pharmaceutische Zeitung,* this is a new "organo-therapeutic" preparation. A specimen of it examined by the *Pharmaceutische Centralhalle* is said to consist of an aqueous solution of trinitrophenol or picric acid. It is highly extolled as a remedy for burns.

AN A. PH. A. GROUP.—This "snapshot" was taken on the boat ride at the recent Philadelphia meeting of the American Pharmaceutical Association. Reading from the left, the gentlemen are Professor A. B. Stevens, of Ann Arbor; Professor Wilbur L. Scoville, of Boston, and Dr. A. B. Lyons, of Detroit. All three are members of the Revision Committee of the U. S. P., and were doubtless discussing revision matters when the BULLETIN "artist" happened along.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

Smoking for Women.—

According to the *Pacific Tree and Vine* a member of the Contemporary Club of San Francisco was down for a paper at the club on the question, "Shall Woman Cultivate the Smoking Habit?" and to get a better idea of her question wrote to Professor Jordan to express his idea relative thereto. The following letter, it is stated, created quite a panic in the circles of the club:

Mrs. M. C. Malloye, 616 O'Farrell Street, San Francisco, Cal.:

DEAR MADAM—I should say in regard to the smoking by women that those women who do not recognize the innate vulgarity of it would hardly be reached by argument.

There is no question as to the injury to the nervous system produced by smoking, and this injury is, of course, greatest on persons of fine organization; but, outside of that, the fact that a woman is tempted to smoke is evidence enough of her essential coarseness of nature; and those of us who admire fine and noble women are simply satisfied to pass her by on the other side.

The average man, even though a smoker himself, has this view of the case, whether he expresses it or not. Surely nothing is more repulsive to the majority of men than the breath of a woman tainted with nicotine or alcohol.

Very truly yours,

(Signed) DAVID S. JORDAN.

A New East African Kino.—

A new *Pterocarpus* kino from East Africa has been discovered by Mr. Busse, and the plant producing it is said to be a new species, described and named as *Pterocarpus Bussei* Harms. Schær *(Berichte der deutschen Pharmaceutischen Gesellschaft)* reports that it closely resembles the Malabar kino in its external characters, but that the fragments are more regularly and sharply angular, and that they have pieces of bark adhering to them, indicating that the kino was collected as dried masses still clinging to the trunk. It is dissolved almost completely in warm water, but slowly and incompletely in cold. Its reactions are similar to those of Malabar kino, except that no kinoin nor pyrocatechin could be detected.

Mucilage of the Prickly Pear.—

The mucilage of the prickly pear, *Opuntia vulgaris* Mill., has been the subject of investigation by V. Harley (*Journal de Pharmacie et de Chimie*). He finds that it is not related to the pectins in general characters or methods of precipitation, but resembles tragacanth and other insoluble gums in its properties; it consists mainly of arabane and galactane.

BOOKS.

A Text-book of Materia Medica, Therapeutics, and Pharmacology. By George Frank Butler, Ph.G., M.D., Medical Superintendent of Alma Sanitarium, at Alma, Michigan, etc., etc. Fourth Edition; Thoroughly Revised. Cloth; 895 pages; $4.00. Philadelphia: W. B. Saunders & Co.

This excellent work was exhaustively reviewed in the BULLETIN a couple of years or so ago when a previous edition was issued. It need only be said on this occasion that it has been most painstakingly revised and brought down to date. Especially is this true of the chapters on organotherapy, serumtherapy, and like subjects. The latest researches and discoveries in biology have been taken advantage of, and the result is a work reflecting the medical experience of the present minute. This is true also of the articles describing the medical properties of such newer remedies as the synthetics.

THE BULLETIN AT THE TOP!

Within the last month the BULLETIN has received for mention in this department a little book called "Leading Newspapers." It is really a condensed edition of the well known "American Newspaper Directory," listing, instead of everything, only those newspapers and periodicals which are especially worthy of consideration. In other words, it simply skims the cream! The book is gotten out for the use of large advertisers, and is sold at one dollar.

Well, as we picked up this little volume and glanced it over, our first impulse was to see what pharmaceutical journals had been given a place among the elect. Turning to the proper page, therefore, we were somewhat pleased but not surprised to find that the BULLETIN headed the list! A few other drug journals were mentioned—just which ones delicacy forbids us to say. Not one of them had a circulation touching the BULLETIN'S! And, mind you, our circulation rating was based upon the returns for 1901 at that, and we were credited with but 12,509. Last year, during 1902, our monthly average, *sworn to by affidavit,* was 15,412!

The value of the *Literary Digest* to the busy man has been well exemplified during the history of the coal strike and the hearings of the commission. With an economy of time and attention the reader has been kept fully informed on all phases of the situation—and much better informed than he could have been by spending all his leisure in reading the long-drawn-out and chaotic newspaper accounts.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department—we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Calomel and Ammonium Chloride in Combination.

C. & K. want to know if there is anything wrong with the following prescription:

Caffeine	20 grains.
Calomel	10 grains.
Ammonium chloride	40 grains.
Strychnine sulphate	¼ grain.

Make 10 capsules, and order one given three times a day.

It is a little difficult to know just what our correspondents had in mind in asking the question. So far as the dosage is concerned, there seems to us nothing the matter with the prescription. But it may be that the combination of calomel and ammonium chloride is incompatible. This is a moot point. The statement has been made over and over again that calomel is in part converted into corrosive sublimate by ammonium, potassium, and sodium chlorides. Recent experiments, however, seem to indicate that this conversion is by no means so pronounced as it was once thought to be. The question has several times been discussed at considerable length in the BULLETIN. In the foregoing prescription the two substances are kept in a dry state, and consequently there would be no reaction anyway until the medicaments reached the stomach. It seems to us unlikely that there would then be time for much chemical action, although we are not in position, for reasons which will appear sufficiently obvious, to express a decided opinion. More experimentation will have to be conducted before definite knowledge is obtained.

A Book on Perfumes.

G. F.—From your description of your own needs, we should think that the book which would best serve your purpose is "The Manufacture of Perfumes," by J. H. Snively. Mr. Snively is editor of the *Druggists Circular*, and the book can be secured at the office of that journal, at 100 William Street, New York City.

Library Paste.

A. C. H.—A number of years ago Mr. Frank Edel published an article on this subject in the *American Druggist*. After recording his practical experience in endeavoring to produce a satisfactory paste, he said that from his experiments the following conclusions were to be drawn:

(1) That the library pastes of the market are made by dissolving a good quantity of white dextrin in water and adding some preservative. (2) That in order to make the best paste it is necessary to let it stand after bottling for some weeks, or if it is desired to expedite the process the aging can be hastened by allowing it to stand for a few days in an ice-box. (3) That by following directions as to heat, etc., it is possible to make a paste containing as little as four ounces of dextrin to eight ounces of water, but that preference should be given to a paste containing five or five and one-half ounces of dextrin to every eight ounces of water.

He suggested the following finished formula for the production of a paste identical with the library pastes of the market:

White dextrin	5 or 5½ pounds.
Water, heated to about 160°	1 gallon.
Oil of wintergreen	½ drachm.
Oil of cloves	½ drachm.

Dissolve the dextrin in water by stirring; when cool, add the oils and stir; pour the paste into bottles, cork, and put in a cool place where it may congeal and ripen. The time required for this varies, but the process can be much expedited by placing the bottles containing the paste in a cooling chamber at a temperature of 40° or 45°, when it will ripen in a few days.

Liquid Shoe Polish.

L. B. C.—If you want simply a formula for the liquid shoe polish that is always used in connection with a paste, the following recipe, reprinted from page 304 of the BULLETIN for last July, will probably serve your purpose:

Eggs	5.
Sperm oil	6 ounces.
Acetic acid	6 drachms.
Glycerin	6 drachms.
Oil of turpentine	1 ounce.
Alcohol	5 ounces.
Lampblack	1 ounce.
Water, enough to make	30 ounces.

Beat up the eggs thoroughly with an egg-beater. Mix the oils, acid, and glycerin, and add gradually to the eggs, using the beater constantly. Transfer to a bottle and add gradually the alcohol (or wood spirit), diluted with its own volume of water; finally make up to 30 ounces with water and incorporate the lampblack.

In the copy of the BULLETIN referred to the formula for the paste was also given.

An Impossible Prescription.

J. C. E. submits the following prescription for comment. It was brought to him by a number of farmers who had in turn received it from a traveling "hoss doctor." The fellow sold the mixture himself as long as he stayed in the vicinity, and the farmers described it as being a "clear, reddish-colored liquid." The prescription follows:

Epsom salt	3 pounds.
Tincture of asafetida	3 ounces.
Saltpeter	3 ounces.
Sal soda	3 ounces.
Calomel	3 ounces.
Camphor	3 ounces.
Buckeye	No. 12.
Petroleum carb	1 pint.
Spirits of turpentine	1 pint.
Castor oil	½ gallon.
Coal oil	½ gallon.
Linseed oil	½ gallon.

Mix, shake well, and let stand for 36 hours.

This fearful and wonderful prescription must certainly be a "fake." It involves many incompatibilities, and is simply out of the question. Epsom salt, saltpetre, sal soda, and calomel are all absolutely insoluble in the various oils which constitute the liquid of the mixture. If filtrated all these ingredients would be removed—and the mixture must have been filtrated if it became a "clear, reddish-colored liquid" as the farmers describe it to be. Furthermore, there is no such thing as "petroleum carb." "Buckeye, No. 12," is also a mysterious substance. Indeed, we fear that this prescription presents one of the problems that science can never solve!

Formulas for Flavoring Extracts.

F. R.—We are at a loss to know whether you want formulas for flavoring extracts, or formulas for soda fountain syrups. In either event you will find that the annual volumes of the BULLETIN are full of formulas of both kinds. Consulting, for instance, the annual index for last year's volume, printed in the December issue, you will find that in the April and May issues an admirable article on flavoring extracts was contributed by Professor Scoville. This article has been widely quoted, and contains more information than any other single source to which we could refer you. As for soda syrups, you have only to consult the annual indexes to find at your disposal a vast variety of formulas. Let us grasp this occasion to say that, if you have not already done so, it would richly repay you to have the BULLETINS preserved and bound each year. They contain a mine of information which is easily found by means of the indexes, and which is of daily usefulness to every pharmacist in the land. Your query with respect to violet ammonia is answered elsewhere in this department.

A Satisfactory Essence of Pepsin.

M. B. has had a good deal of trouble in making this product, and has not succeeded in getting anything that entirely suits him. A year or so ago H. C. Bradford, of Martin, Tenn., contributed a formula to the *Western Druggist.* Mr. Bradford made the statement that essence of pepsin had given him more trouble than any other pharmaceutical on the entire list. He had tried dozens of formulas, but had gotten nothing that suited him until he devised the following:

Scale pepsin	128 grains.
Dilute hydrochloric acid	60 drops.
Glycerin	4 ounces.
Best sherry wine	4 ounces.
Distilled water, enough to make	16 ounces.

Mix the glycerin, water, and acid; dissolve the pepsin in the mixture, and add the wine and some talcum (about ½ ounce). Let stand for two weeks, with frequent shaking, and filter.

This pepsin solution will not curdle milk (that property being imparted by rennet, being in no wise due to pepsin), but it is a most elegant preparation and contains one grain of pepsin in each fluidrachm.

A Hair Restorer.

G. N. H.—We do not know of any preparation containing "vegetable" matter only which is effective as a hair restorer. The customary preparation is such a one as the following:

Lead acetate	¾ ounce av.
Sulphur, precipitated	1 ounce av.
Tincture of cantharides	4 fluidrachms.
Glycerin	8 fluidounces.
Alcohol	4 fluidounces.
Oil of citronella	1 fluidrachm.
Oil of bergamot	30 drops.
Water enough to make	64 fluidounces.

Dissolve the oils in the alcohol, add the glycerin and tincture of cantharides, and mix with the water; then add the sulphur and the acetate of lead.

Preparations of this kind are of course none of them entirely harmless. The customer should be cautioned against using them too frequently—oftener than once a week, say. Another point is this: The sulphur and the lead combine upon exposure to light to form the black sulphide of lead. For this reason such preparations should be kept darkened by means of an adherent wrapper.

"Lemon Sour" for Bottling Purposes.

J. S.—The following formula will serve your purpose:

Essence of lemon	1 ounce.
Yeast foam	1 ounce.
Syrup	1 gallon.

Mix well, and then add

Fruit acid	1 ounce.
Liquid phosphate	1 ounce.

The "liquid foam" is made by macerating for 24 hours, and then percolating, two pounds of ground soap bark in a mixture comprising 1 pint of alcohol, 1 pint of glycerin, and 6 pints of water. The "fruit acid" is simply a solution of 6 pounds of citric acid in 6 pints of boiling distilled water. The "liquid phosphate" is made after the following formula:

Phosphate of lime	3072 grains.
Phosphate of magnesia	2048 grains.
Phosphate of potash	1536 grains.
Syrupy phosphoric acid	11 fluidounces.
Pure water	sufficient to make 1 gallon.

Mix, dissolve, and filter.

Fly-bane for Cattle.

F. M. P.—A year ago one of the correspondents of the BULLETIN told us that he used the following formula and had found it an excellent one for flies on horses and cattle. Its stickiness was its only objectionable feature:

Oil of pennyroyal	4 drachms.
Oil of lavender	2 drachms.
Carbolic acid	1 drachm.
Fish oil, enough to make	1 pint.

At the time this formula was originally submitted to us for comment, we expressed the opinion that the substitution of liquid petrolatum for the fish oil as a diluent would overcome the objectionable stickiness.

Elixir of Pepsin and Bismuth.

C. C.—Try the following formula:

Pepsin (U. S. P.)	75 grains.
Pancreatin, pure	8 grains.
Diastase	8 grains.
Glycerite of bismuth and sodium tartrate	2 ounces.
Glycerin	2 ounces.
Water	2 ounces.
Tincture of cudbear	2 drachms.
Aromatic elixir, enough to make	16 ounces.

Mix the water and glycerin, and to this add the digestive ferments, let stand until dissolved, then add the aromatic elixir, bismuth solution, and tincture of cudbear. Filter through a wetted filter.

Violet Ammonia.

F. R.—Most preparations of this character consist of either coarsely powdered ammonium carbonate, with or without the further addition of ammonia water, or of a coarsely powdered mixture, which slowly evolves the odor of ammonia, the whole being perfumed by the addition of volatile oil, pomade essences, or handkerchief extracts. The following are typical formulas:

1. Moisten coarsely powdered ammonium carbonate, contained in a suitable bottle, with a mixture of concentrated tincture of orris root, 2½ ounces; aromatic spirits of ammonia, 1 drachm; violet extract, 3 drachms.

2. Fill suitable bottles with coarsely powdered ammonium carbonate, and add to the salt as much of the following solution as it will absorb: Oil of orris, 5 minims; oil of lavender flowers, 10 minims; violet extract, 30 minims; stronger water of ammonia, 2 fluidounces.

3. The following is a formula for a liquid preparation: Extract of violet, 8 fluidrachms; extract of cassia, 8 fluidrachms; spirit of rose, 4 fluidrachms; tincture of orris, 4 fluidrachms; cologne spirit, 1 pint; spirit of ammonia, 1 fluidounce.

A Question of Solubility.

B. O. L. has had trouble with the following prescription:

Salicylic acid	1 drachm.
Glycerin	2 fluidrachms.
Carbolic acid	4 fluidrachms

Mix and make solution.

Our correspondent says: "This is to be a clear and slightly reddish liquid. The best I have ever been able to do with it, however, is to effect solution by means of heat, and then add about two fluidrachms of alcohol or glycerin. If this is not added, the salicylic acid is deposited on cooling. If there is any method by which solution can be effected with the prescribed quantity of salicylic acid, without using any other solvent than those given, I should like to know of it."

The trouble here is due to an insufficient amount of solvent. A clear solution, however, might be made by using one or two grains of sodium bicarbonate. Try it.

Cloudy Syrup of Hypophosphites.

H. W. G.—You will find an excellent formula for this preparation in the department of "Practical Pharmacy" on other pages.

Liquid Shoe Polish.

J. S. wants "a good formula for a liquid shoe polish to be applied with a sponge or a rag, and to result in a gloss obtained without friction." The following formula will doubtless serve his purpose:

Caoutchouc	1 ounce av.
Petroleum	1 ounce av.
Carbon disulphide	1 fluidounce.
Shellac	4 ounces av.
Lampblack	2 ounces av.
Oil of lavender	1 fluidrachm.
Alcohol	20 fluidounces.

Upon the caoutchouc, contained in a bottle, pour the carbon disulphide; cork well and let it stand a few days, or until the caoutchouc has become thoroughly gelatinized or partly dissolved; then add the petroleum, lavender oil, and alcohol; next the shellac in fine powder, and heat it to about 50° C., taking care that as little as possible is lost by evaporation. When the substances are all dissolved, and the liquid is tolerably clear, add the lampblack, and fill at once into small bottles.

Concerning your other request, that for a formula for a metal polish, we may say that an excellent recipe was printed on page 527 of the BULLETIN for last December.

Drachm or Teaspoonful?

L. J. J. has received a prescription calling for powdered potassium bromide, with directions to give "one teaspoonful twice daily for two weeks." The salt was to be used for a horse, and L. J. J. doesn't know whether, in weighing out enough for the entire quantity, to calculate on the basis of a drachm to each dose, or to weigh a teaspoonful and use this as the basis of calculation. In our judgment the latter course is the correct one to follow. Horse medicines are often prescribed in this manner.

Fire Quenchers in Powder Form.

F. T. W.—We are not able to give you much information concerning the composition of the powders that are now sold to a considerable extent as fire quenchers. It is our impression, however, that most of them are composed of sodium bicarbonate and fullers' earth. It is also our impression that the substances do not reach the full limit of effectiveness in putting out fires.

Antiseptic Solution.

R. W. A.—One of the best formulas for a general antiseptic solution for toilet uses, such as you require, is that devised by Professor Scoville. It was printed on page 80 of last month's issue of the BULLETIN.

A Solvent for Heroin.

W. B. B. wants to know what is the best solvent for heroin. At the present time he uses a few drops of aromatic sulphuric acid for each grain of the alkaloid. We may reply that while either this acid or dilute hydrochloric acid would serve well as a solvent, it must be understood that chemical action takes place and that a salt of the alkaloid is produced. Probably the best solvent for heroin is alcohol. Almost any preparation containing as much as 10 per cent of alcohol would hold in solution as great an amount of heroin as any prescription would ordinarily call for. The heroin should of course first be dissolved in the alcohol, and not added to the mixture directly.

Treating Meats with Pyroligneous Acid.

M. E. W. wants to know whether pyroligneous acid is a safe substance to use in "curing" meat. It is our belief that either this acid or creosote is now used commercially as a substitute for the process known as "smoking." At any rate, no harm can result from the use of the substance, particularly since the outside of the meat is not used anyway. The commercial pyroligneous acid would serve the purpose.

Magnesium Ribbon.

J. C. W., Jr.—You are certainly mistaken in thinking that magnesium ribbon is made from a "fluid." The ribbon is made from the purified metal itself by means of machinery constructed especially for the purpose.

Whiskey.

A. R. K.—A "formula for whiskey" is out of the question. Whiskey is made by distillation, and its manufacture is a very elaborate process.

The "Evergreen Chemical Company."

C. S. S.—We are unfortunately not able to give you the address of this firm, although we have made considerable inquiry.

Massage Cream.

W. H. C.—Information concerning this product has been given in this department in the two previous issues of the BULLETIN.

"Amerri Aust. Bisulph."

L. W.—We do not know of any such substance.

THE SCRAP BOOK.

THE attention of buyers is directed to the fine grade of Citric Acid, both Crystals and Powdered, manufactured by Chas. Pfizer & Co. Their Crystals are exceptionally white and clear and unusually free from traces of Lead, and their Powdered article has gained an enviable reputation for uniformity of dryness and whiteness, which characteristics are very important where a Powdered Citric Acid is desired.

AUNT ABBY: "I hear that Cinthy Simpkins is sick."

Aunt Kate: "Yes, I s'pose she is by this time. There was one of them patent medicine fellows 'round yesterday distributin' advertisements."

Two new California fruit products have recently been placed upon the market—"Soluble Concrete Oleo Resins" of Orange and Lemon. These are made by the San Gabriel Valley Essential Oil Co., of Pasadena, California. It is declared that they yield the very flavor of the fruit itself, and save money, labor, and time. They are made by an entirely new process, and are especially adapted for the manufacture of soda-fountain syrups. Write to the company for particulars, mentioning the BULLETIN OF PHARMACY.

Local Application.

SOMETHING VERY UNUSUAL.—Are you looking for a good thing? Here it is, fresh from the mint of opportunity! The Michigan Drug Co., of Detroit, Michigan, have something good for every druggist who cares enough to write a postal to them. Just sit down now and write it—don't wait—don't put it off until you are at the desk. Do it now! Get right up from your chair, write the postal, and send it in at once. Simply say the BULLETIN OF PHARMACY told you to do it—that's all. You might add that Darbrook's Perfumes have something to do with the offer. Now do as we say, and you will live to call us blessed! The one cent you spend on a postal will come back to you a hundredfold.

"I WISH," said the girl thoughtfully, "that they wouldn't use that expression 'launched upon the sea of matrimony.'"

"And why not?" asked the young man anxiously.

"Well, you know what kind of a time I always have on a sea voyage."—*Washington Times.*

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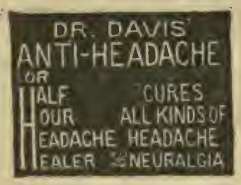

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THE NEW YORK MARKET.

ADVANCED.—Carnauba Wax; Canary Seed (Smyrna); Coca Leaves; Cod-liver Oil; Damiana; Dog-grass Root; Gamboge; Japan Wax; Nitrate of Silver; Opium; Oil of Bergamot; Oil of Lemon; Oil of Orange; Quinine; Simaruba Leaves.

DECLINED.—Anise Seed (Italian); Buchu Leaves; Fenugreek Seed; Lycopodium; Menthol.

Business has been unusually active during the past month, and the market has a very firm tone. Certain articles have caused considerable interest and no little excitement; the most prominent of these will be mentioned below. Without doubt, trade has taken a new start, and on most lines continued activity is anticipated.

OPIUM has advanced sharply during the past month. Quotations are very firm, and it is thought that prices will be strongly maintained. Up to the present demand has not increased to any great extent, although reports from Smyrna are not at all favorable for the new crop, cold and frosts having prevailed to an extent that must work injury to the young plants.

QUININE—The market is very strong, owing to the decided advance in the price of bark at the last Amsterdam sale. Several dealers, as well as manufacturers, have withdrawn from the market. Demand has increased to a considerable extent, but business of course has been limited, owing to the very light offerings, and yet higher quotations are confidently looked for.

COD-LIVER OIL.—The market continues very firm, and prices have advanced sharply as predicted. This applies not only to our market, but to all the markets of the world; in fact, prices everywhere are higher than for years past, having nearly trebled those of two years ago, and are still advancing. Bad weather is preventing the beginning of fishing, and prospects are very poor for a good catch.

MENTHOL.—As will be noted in the list of declines, this article, which has for so long a time been one of the most exciting features of the drug market, having advanced to a phenomenally high figure, has now declined slightly. This is no doubt owing to the fact that demand is very light, as stocks have not been replenished. A strong demand would without doubt bring higher prices again, and quotations now from Japan are only for far-off shipments.

GUMS.—As will be noted above, Gamboge has advanced, although demand is not great. Demand for the Arabics continues fair, with a firm market; and the same may be said of Asafetida. An improved demand for Camphor is reported, with, however, no new features in the market.

ESSENTIAL OILS.—An advance is looked for on Cloves, the market being very firm in sympathy with the spice. Sassafras is very firm, with only light stocks. There is no change in quotations on Peppermint or Tansy; but the latter is in light demand. For Anise and Cassia there is little demand, and quotations are nominal. On the Messina Essences there is a strong upward tendency and firm market, in sympathy with the primary market.

COCA LEAVES.—The latest reports from the primary market are to the effect that the crop is deficient, and quotations have therefore advanced.

COCAINE.—Demand is good, and the recent reports concerning the possibility of light supplies of raw material will undoubtedly result in keeping the tone of the market up. Considerable competition on this article must, however, be reckoned with.

ROOTS.—The only advance is on Dog-grass, while on the rest of the entire line, with the exception of Mandrake, the market is easy, even to dulness, with no changes in quotations.

New York, Feb. 28, 1903.

MRS. JONES: "Mother writes from Florida that the climate there doesn't agree with her," Jones: "Foolish climate." —*Brooklyn Eagle.*

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ITS LABOR-SAVING BUSINESS METHODS MAKE IT OF INESTIMABLE VALUE TO ANY DRUGGIST.

PRICE $10.00 including one year's subscription to *The Book-Keeper*. Payable $1.00 down, and balance in monthly instalments of $1.00 each, thus bringing the book within the reach of everyone. **Cash Price Only $8.00**

The Book-Keeper Publishing Co., Ltd.

59 Book-Keeper Building, Detroit, Mich.

Splendid Money Makers for Hustling Wide Awake Druggists

Vapor Baths are guaranteed to cure rheumatism, neuralgia, colds, blood, liver and skin troubles.

During the next few months is the best time of year to push the business, and we trust you will not neglect to put in a supply of Bath Cabinets this season.

We are manufacturers of the Crescent Shower Bath, which can be used in connection with the bath cabinet, bath-tub, or independently with our water bag.

$50,000 is being spent this fall in advertising bath cabinets.

By making a window display and running a few local ads, you can secure most of the bath cabinet business in your town, as people will not send away and have to pay express charges when they can get a cabinet just as cheap from you. We also refer orders and communications to you that are received direct.

This fall and winter more Cabinets than ever will be sold, and a druggist by having a stock on hand to meet the demand will make enough on the sale of same to at least pay his rent. *During this month only we will give to every druggist with his first order, one $7.50 Cabinet free for advertising purposes.*

Robinson Folding Water Bath

FOLDS INTO SPACE 3 INCHES THICK.

Just the thing for homes without bath room conveniences. Excellent for giving baths in sick rooms. Rubber duck, strong wood frame. Send for circulars. Write for territory to-day before it is given out. We also make smaller sizes for children and infants, and Folding Foot Baths. By having a Folding Water Bath on hand you can take many orders among physicians who desire to use them in sick rooms in fever cases where it is necessary to give baths in bedroom, being impossible to take patient to bath room.

YOU CAN MAKE COOKING A PLEASURE BY USING OUR

STEAM COOKER WITH DOORS

Entire meal cooked over one burner. Saves fuel, labor and provisions. Used on any kind of stove. Only cooker made with steam condenser and copper tank, sold on 30 days trial.

This Cooker can also be sold for sterilizing purposes to physicians. Will also distill water. We are selling thousands of cookers now and you would do well to lay in a stock. We have the only cooker on the market with two doors, steam condenser and copper bottom. These are very important features to have in a cooker.

Write at once for catalogues of our different specialties, and our special propositions. We guarantee that you can see money in them. All of our goods are sold extensively throughout the country by druggists.

We can save you money on anything you desire in the way of Syringes, Water Bottles, Atomizers, or any rubber goods, "Goodrich" Brand.

Robinson Thermal Bath Co.,

655 Jefferson St., TOLEDO, OHIO.

"Liquid" PORTABLE STEEL SODA FOUNTAINS

WE have spared no expense in making "LIQUID" PORTABLE STEEL SODA FOUNTAINS the best and most reliable fountains on the market. They are built throughout of the very best grade of steel—manufactured especially for soda fountain construction, and bottom hoops are electric welded. They have, also, an extra heavy lining of spun sheet block tin.

Our "ELECTRIC WELDED" STEEL SODA FOUNTAINS are made without side seams, the cylinder being butted together and electric welded under a pressure of 800 pounds to the square inch, thus making the seams in every particular as strong as the solid metal itself.

Every fountain is tested to five hundred (500) pounds pressure to the square inch—and they are fully guaranteed.

All fountain-cocks are made in the most careful manner, of the very best material (rendering leakage about fountain-cock impossible), are made to fit screw or clamp connections, and are fitted with corrugated tin pipes or tubes. Write, wire or 'phone any one of our branches, for special quotations on these fountains.

THE LIQUID CARBONIC ACID MFG. CO.

CHICAGO PITTSBURG MILWAUKEE BALTIMORE KANSAS CITY
NEW YORK ST. LOUIS CINCINNATI MINNEAPOLIS DALLAS, Tex.

THE standard thing in shoe polishes is Whittemore's. These are known to every dealer, and are called for by every customer.

READERS of the BULLETIN who are interested in the question of chairs for soda customers will do well to consult the advertisement elsewhere in this issue of the Chicago Wire Chair Co.

DO YOU put up a talcum powder of your own? If you do, you will need some nice lacquered boxes for it. The Buckeye Stamping Co., of Columbus, Ohio, are headquarters for supplies of this sort.

NO CHANGE.—"You look just the same as ever," said the Dime Savings Bank.

"Well," replied the boy as he shook the bank, "there appears to be no change in you."—*Princeton Tiger.*

DO YOU need some soda or mineral water glasses for the coming soda-fountain season? Some very handsome designs are shown elsewhere in this issue of the BULLETIN in the advertisement of the Whitall Tatum Co.

THE improvements for 1903 in the Gem Ice Cream Spoon consist in the fact that the bowl and crescent, the parts coming in contact with the cream, are made of the Non-corrosive Gem Metal, which obviates corrosion, so common and objectionable in brass. A further improvement is the strengthening of the three larger sizes by the use of a heavier shank, making the "Gem," in material and construction, for the purpose for which it is designed, the acme of mechanical ingenuity. We would call attention to the growing demand at the fountain for ice cream in dishes, thereby necessitating the use of *different sized dispensers;* these conditions are met most completely by the use of the "Gem;" in short, the "Gem" meets the varying conditions of the trade as no other device can.

THE most practical drug mills upon the market, for druggists, are made by Mead & Co., of Detroit, Mich. If you are interested in the subject of mills, write to this company for an illustrated catalogue, mentioning the BULLETIN.

BOBBY: "Is oxygen what oxen breathe all day?" Papa. "Of course, and what everything else breathes." Bobby: "And is nitrogen what every one breathes at night?"—*Boston Traveler.*

JUST what you need for the summer season—an electrical fan to keep your store cool and fresh. Several designs are shown in the advertisement in this issue of the Specialty Mfg. Co., of 400 S. Meridian Street, Indianapolis, Ind.

THE Grand Rapids Show-case Co., in their advertisement on another page, illustrate one of the handsomest show-cases we have seen in many a day. It is certainly a beauty! Consult the ad. if you want to see something nice. Moreover, what "The Expert" has to say there will prove interesting.

PEOPLE who suffer from piles are perhaps in greater anguish than any other class of sufferers who are able to go about their business daily. They are always anxious to get something which will relieve them. The only pile remedy on the market which is sold on a positive guarantee is "Selip," the great antiseptic. This sells for 50 cents, and costs $4.00 per dozen. It is manufactured by the Selip Manufacturing Co., at North Tonawanda, N. Y.

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

HERE is a chance for a new and profitable side line! The John B. Wiggins Co., of 50-52 Madison Street, Chicago, offers to send dealers upon request a full line of samples and prices of engraved invitations, announcements, visiting cards, and the like. This paying line can easily be carried without expense, the business being done through the samples.

THE accompanying cut shows the laboratory of the Buckeye Paint and Varnish Co., at Toledo, Ohio. This company manufactures a variety of paints and varnishes which enjoy a large sale. Write them for catalogue and prices, mentioning the BULLETIN OF PHARMACY.

HE was suffering from a bad attack of fever and ague. The doctor was at his bedside watching his shivering fit, and to calm his nerves a little, remarked: "I will write you a prescription which you must have made up at once, and after you have taken the first dose you will be warm in no time." "You don't mean to say, doctor, that it will be as fatal as that?" cried the frightened patient.—*Pick-Me-Up.*

THE druggist who does not keep the "Marvel Whirling Spray" Syringe is nowadays a back number. This instrument is the finest thing on the market. It is positively the best thing for vaginal injections made.

MULL'S GRAPE TONIC has become a lively seller. It is manufactured by the Lightning Medicine Co., of 2101 Third Avenue, Rock Island, Ill. If you want to have a favorable proposition made to you, write to this house for particulars, mentioning the BULLETIN OF PHARMACY.

VERY LIKELY.—Farmer: "See here, boy! What are you doing up that apple-tree?"
Kid: "Can't yer see nothin'? One of yer apples fell off de tree an' I'm tying it on again!"—*Brooklyn Life.*

THE fly season will come hustling along before many moons, and it behooves the wide-awake druggist to be ready for it in advance. In stocking up for the purpose, don't forget "Fly Buttons." This brand of poison fly-paper has become one of the essentials of the summer season.

No soda-fountain counter is complete nowadays without some nice chairs arranged along in front of it, and no chair fills the bill so well as those made out of copper-plated wire. Illustrations of several varieties are to be found in the advertisement elsewhere in this issue of the A. H. Andrews Co., of 176 Wabash Avenue, Chicago. Write to the Andrews Company for a catalogue, and don't forget to mention the BULLETIN OF PHARMACY.

$1.00 WORTH FREE ON $1.75 ORDER.

SPECIAL OFFER!

To more widely introduce Elite Toilet Specialties we offer a 2-oz. bottle of Elite Rose Sachet (Retails 50c per oz.) FREE with the first order only for 3 doz. of any one, or 1 doz. of each of the following: Elite Camphor Ice, in tubes; Elite Camphorated Mutton Suet, in tubes; Elite Cold Cream, in jars. This Special Offer does not apply to subsequent orders: only to the First Order from each retailer. These retail at 10c each, and job at 60c doz., $1.75 for 3 doz., $6.25 per gross.

Elite Toilet Specialties are handsomely packaged, make an elegant show, sell quick, and through sterling merit maintain a continuous sale, yielding a larger profit than any other similar line on the market.

Cocoa Butter, Headache Cologne, Perfumes, Toilet Waters, etc.

Send 25c and we will send you a ten cent package of each of the Cold Cream, Camphor Ice, and Mutton Suet, and 1 oz. Sachet. Mention the Bulletin of Pharmacy when you order. Be sure to state what Jobber we shall ship through.

ELITE TOILET CO.

NASHVILLE, TENN. NEW YORK, N. Y.

ATTENTION! Here's an excellent proposition! The H. C. Hubbard Co., of Humboldt, Iowa, make an offer on Hubbard's Headache Capsules which will yield the druggist 125 per cent profit! This is richly worth considering.

Brother Freddy: How's that, Bess?

Sister Bessie: Pretty well done; but when I was at Vassar —er—h'm—ahem—but run out now, that's a good boy. I want to read!—*Puck.*

JUST about this time of the year druggists are looking over their soda fountains and trying to decide whether or not they want anything new. Aren't those tumbler-holders pretty well battered up? Better write for prices to the Consolidated Fruit Jar Co., at 290 Broadway, New York.

IF you are at all interested in the bath cabinet proposition—and every druggist ought to be—consult the advertisement on another page of this issue of the Robinson Thermal Bath Co., of Toledo, Ohio. Several instruments are shown there, and you will find how desirable it is to handle these goods.

TOM FOOZLE: "Wetherby seems strangely drawn to that pretty Mrs. Strong, don't you think?"

Dora Dormie: "Yes. Another example of the widow's might, I presume."—*Puck.*

SOMETHING new in the way of a nice combination showcase is shown elsewhere this month in the advertisement of the Reid Manufacturing Co., of Detroit, Mich. It is certainly a handsome piece of furniture. Write the Reid Manufacturing Co. for a catalogue, and don't forget to mention the BULLETIN OF PHARMACY.

EVERY druggist, whether he grinds his own drugs or not, has occasion sometimes to reduce a small quantity to powder. A mortar is not especially convenient for this purpose, but a mill is now to be had which is admirably suited for such uses. This is Day's Jar Mill or Triturator. Write for catalogue "D" to the J. H. Day Co., 1144 Harrison Avenue, Cincinnati, Ohio, mentioning the BULLETIN OF PHARMACY.

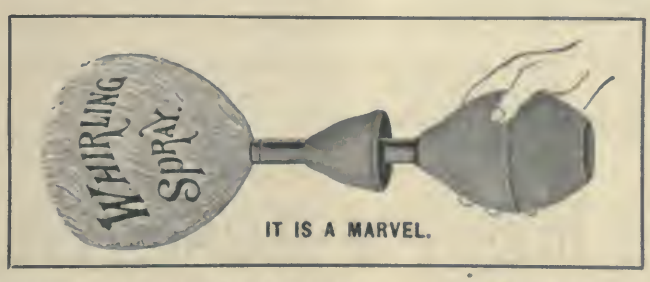
KYMO solves the question of five-cent ice-cream soda. By its use the very best (ten-cent quality) can be served for five cents per glass at a good profit. Kymo reduces the cost by doing away with the expense for cream and eggs, nothing

THE MARVEL "WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D' HYGIENÉ OF FRANCE, OCT. 9th, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the **MARVEL SYRINGE** dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

BRANCH OFFICES:
CHICAGO, ILL., 134 LAKE STREET.
SAN FRANCISCO, CAL., 693 MISSION STREET.
MONTREAL, CANADA, 53 ST. SULPICE STREET.



BRANCH OFFICES:
PARIS, FRANCE, 42 RUE DU MARCHE.
LONDON, ENGLAND, 11 QUEEN VICTORIA STREET.
SYDNEY, N.S.W., AUSTRALIA, 416-418 GEORGE STREET.

FULLY PROTECTED BY PATENTS. ALL JOBBERS SELL IT.

THE MARVEL COMPANY, SOLE PROPRIETORS, TIMES BLDG., NEW YORK.

but Kymo, pure milk, sugar, and flavoring being required. As Kymo combines the cream and egg qualities—richness, smoothness, and creamy texture—it is not necessary to use these expensive and troublesome articles in making the most delicious and healthful ice-cream. If you are purchasing your ice-cream or are making it in any other way, you are losing money. The Kymo Co., 542 Albany Street, Little Falls, N. Y., will send a free sample, or will mail a large package for 25 cents.

Dr. J. C. Hood, of Louisville, Ky., makes two preparations —"Honduras Sarsaparilla" and "May Blossom Honey." These products pay the retailers over 100 per cent. Worth looking into, isn't it?

The Detroit Drug Specialty Co., of Detroit, Mich., is now manufacturing a liquid court-plaster which retails at 10 cents, and costs the dealer 60 cents per dozen. This is a good product to handle.

Friend: I don't see how you can read these prescriptions Doctors all seem to write such miserable hands.

Druggist: I can't always read them, but I am a pretty good guesser.—*New York Journal.*

Here is a chance to buy lanolin for 30 cents per pound! This product is made by Evans & Sons, of 133 William Street, New York. If you cannot get it from the jobber, send direct to the house for it.

One of the things which puzzle every druggist is how to dispense the new remedies. What are they soluble in? What are they incompatible with? These and other questions suggest themselves repeatedly. In this connection let us announce that we have received from Victor Koechl & Co., 122 Hudson Street, New York, a book entitled "Modern Medicinal Preparations." This excellent little handbook considers the various new remedies sold by this house, and gives adequate pharmaceutical and therapeutic information. Every druggist will find it of great service. Write to the firm for a copy, mentioning the Bulletin of Pharmacy.

At times nearly every druggist has "troubles of his own" with hydrogen peroxide. All these troubles would be over with if he would but use "Dioxogen"—the "brand that keeps." Order this product of any jobber.

Druggist: I have invented a rattling good cough medicine.

Friend: A sure cure, eh?

Druggist: No, but after a man has taken one bottle he acquires the habit and can't get along without it.—*Chemist and Druggist.*

In order to make soda-fountain syrups that tickle the palate, it is necessary to use rock-candy syrup as a base. And no rock-candy syrup is better than the "Triple Refined," manufactured by Dryden & Palmer, St. James Building, New York. The druggist who buys this product and makes his soda-fountain syrups from it can never make a mistake.

Druggists are becoming better business men every day. They are finding that they can no longer depend upon scientific knowledge or reputation, but must hustle everlastingly for business. Especially are they studying methods of keeping a close watch of their stock and their business in general by up-to-date and simple bookkeeping methods. Now there is an excellent book upon the market which is admirably

Your Soda Fountain

WILL SOON NEED YOUR ATTENTION.

In selecting your fruit syrups for 1903, take time before placing your order and buy the brand you know and have a guarantee to be **pure.**

The DUROY BRAND CONCENTRATED SYRUPS and CRUSHED FRUITS are positively the PUREST and BEST.

Do not place your order before you get **our** prices and examine our samples.

Your correspondence solicited.

Address, THE DUROY & HAINES CO., SANDUSKY, OHIO.

calculated to give them the best of practical assistance along this very line. Its labor-saving business and bookkeeping methods make it invaluable to every druggist. This book is "The American Business and Accounting Encyclopedia," and it is published by the Bookkeeper Publishing Co., of Detroit, Mich. Write them for particulars, or consult the ad. on another page in this issue.

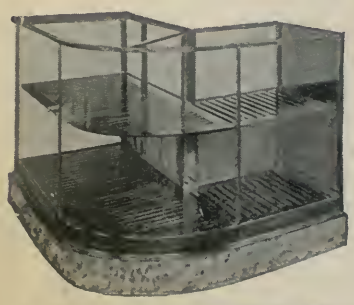
THE latest and most popular soda holder is made by R. Chester Frost & Co., of 183-189 Dearborn Street, Chicago. It costs $6.00 per dozen, net cash.

THE next time you need anything in the way of an electric battery, don't forget that the Whitall Tatum Co., of New York and Boston, are headquarters for this sort of thing. Instruments of all kinds and prices can be had of this house. Bear this in mind.

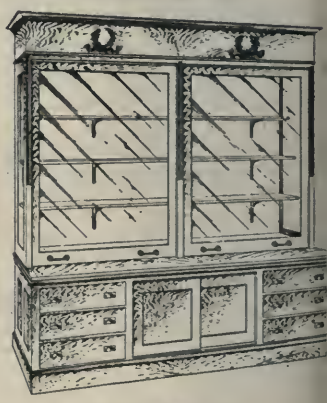
IN A FRENCH RESTAURANT.—Victim: "Phew! what kind of cheese is that?"
Waiter: "De Brie, monsieur."
Victim: "Well, remove the débris."—*Harvard Lampoon.*

BATH CABINETS are more and more coming into use, and are being increasingly adopted as a side line by druggists. There is good money in these cabinets. Write for circular and prices to M. R. Irwin, 112 Chamber Street, New York, mentioning the BULLETIN OF PHARMACY.

THE Quincy Show-case Works, of Quincy, Ill., are manufacturers of some of the finest things in wall- and show-cases to be found upon the market. They have a fine line of floor show-cases for the display of cigars and smokers' articles, also floor-cases with adjustable shelves, and with wood, marble or metal leg base. A specimen case—a round-cornered one—is shown in one of the accompanying illustrations. The other illustration depicts an up-to-date wall-case, which is very handsomely designed. The Quincy Works make and carry a



No. 818, Special Round-cornered Case.



No. 412, Wall Case.

line of cases of both kinds, and in fact fixtures in general. Every druggist would do well to write for a catalogue, sending 4 cents to cover postage. A large circular exhibiting the leading styles will be sent free on application. On another page of this issue of the BULLETIN readers will see from the advertisement of this house that they deal also in drug-store fittings. In that place a very handsome set of furnishings is shown.

MR. MARBLE'S TRIP.—Mr. C. E. Marble, the genial advertising manager of the American Soda Fountain Co., made a short and profitable trip February 15 to Philadelphia and At-

Breaks All Records

Mull's Grape Tonic sales lead all other constipation cures in every locality in which it has been introduced. On the American market but two years.

Do You Want a Lively Seller?

We will make a liberal offer to hustling druggists everywhere. Unique and intelligent advertising has made this the success of the year. Write us for particulars. Trade supplied by jobbers at $4.00 a dozen.

MANUFACTURED IN AMERICA ONLY BY

The Lightning Medicine Co., 2101 Third Avenue, Rock Island, Ill.

lanta. At Philadelphia is located one of the largest apparatus plants of the American Soda Fountain Co. This factory is full to overflowing with orders and business is on the boom. Mr. A. H. Lippincott, general manager, thinks without doubt that the business this year will exceed that of any other year in the history of the company. Some new things in soda-fountain construction are being developed at this branch, of which the trade will be advised in the near future.

At Atlanta Mr. Marble found Mr. E. B. Watts, manager, and Mr. V. E. Minnich, assistant manager. They are most pleasing and active business men, and the field under their jurisdiction is being cared for admirably. Many of the largest fountains built by the American Soda Fountain Co. have been installed in the Southern territory, and all are giving excellent satisfaction. The South is enthusiastic over "American" apparatuses, and the outlook is one of great encouragement.

GOOD REASON.—Physician (giving advice): Lastly, McGorry, don't go to sleep on an empty stomach.

McGorry (who is ailing): No danger av thot, docthor; Oi always slape on me back.—*Harper's Bazar.*

No druggist should attempt to do business nowadays without a cash register. 'Tis an absolute necessity! A fine instrument is shown on another page by the Century Cash Register Co., Ltd., of Humboldt Avenue, Detroit, and a special advertising offer is made which no druggist can afford to let go. Write to the company about this offer. 'Tis a good chance!

EVERY druggist should have a Sanitary Still, and he would then always have at his command a perfectly simple means for providing distilled water, both for prescription use and for sale. This Still, set upon a stove or over a gas flame, will furnish a gallon of pure, sparkling, aerated water per hour without any trouble, and it is not only useful in the laboratory, but is largely in demand for family use. The manufacturers have testimonial letters by the dozens, many of them from prominent people using the Still in their households. It is also indorsed by many of the colleges, hospitals, and sanitariums throughout the country.

The Sanitary Still is moderate in price, and the druggist can not only use it himself, but there is a large profit on sales to parties who wish to use it for domestic purposes. The booklet which the manufacturers furnish tells all about it, and druggists are requested to write to the A. H. Peirce Mfg. Co., 141 N. Green Street, Chicago, Ill.

PATIENT: What a solemn expression that Miss Crosscut wears!

Doctor: Yes; she is either profoundly intellectual or intensely stupid.

M. P. Gould Company's System

THIS signature cut is the trade-mark of probably the most successful System of Advertising that has ever yet been used by retail druggists of this country, or as far as this is concerned, of any other country. At any rate, M. P. Gould Company are spending thousands and thousands of dollars advertising it, and have been doing so for about one year and a half. There is one thing certain: they would not continue pushing in such a progressive way a System that was not proving successful.

This company informs us that their System is now used in over one thousand different localities in the United States; besides being used all over Canada, England, New Zealand, and Australia, and many other foreign countries.

CHICAGO WIRE CHAIR CO.

PATENTED

We Manufacture Those Wire Chairs, Tables, Soda Fountain Stools that have become so popular. . . . . .

Write for Catalogue.

They are not riveted together
They will not come apart
They will last forever
They are made of tempered steel wire
They are indestructible
They are light, airy and attractive
They are easy to keep clean
They are not expensive
They are the best on the market

70 JEFFERSON STREET, - - - CHICAGO, ILL.

IMPROVEMENT IN GEM SPOON FOR 1903.

BOWL AND CRESCENT NON-CORROSIVE.

COMPLETE DEVICE FOR DISPENSING CREAM.

NEAT, CLEAN, ECONOMICAL AND SPEEDY.

You will find a half-page advertisement on another page of this issue regarding this System. You will note that it is an advantage to you when answering this advertisement to clip off the coupon attached. This coupon is worth $2.00 to you, providing you sign a contract for the System.

Address all communications to M. P. Gould Company, Bennett Building, Nassau, Fulton, and Ann Streets, New York, N. Y.

In buying syrups and crushed fruits for the soda fountain this summer, don't forget the products of the Duroy & Haines Co., of Sandusky, Ohio. Better get prices of this house and examine its samples before buying elsewhere. It will pay you to look into this.

The Surgeon-General of Massachusetts has recently decided to use no collodion hereafter in the Massachusetts Militia. "New-Skin" has been adopted in its place. "New-Skin" is one of the most popular sellers on the market to-day, and is made by the Douglas Mfg. Co., at 107 Fulton Street, New York.

"I thought Spoonamore was going to marry Miss Garlinghorn, but I see she has let him get away."

"Yes; her father didn't appear to be at all anxious for the match, and her mother was a little too anxious. She lost him on account of bad team work."—*Chicago Tribune.*

The text pages of the Bulletin have shown over and over again how clever many of the readers of the journal are in fixing up attractive window displays. All such readers now have an opportunity to turn this gift into money. Send a postal request to the U. S. Playing Card Co., of Cincinnati, and get an illustrated book which tells all about the prizes which this house offers for good displays.

The woods are full of all sorts of "flesh foods." Doubtless every druggist carries one or more brands in stock. Let us suggest, in this connection, that there is one product upon the market which does the business—Dr. Charles's Flesh Food. It is manufactured by the Dr. Charles Co., at 19 Park Place, New York.

Hicks: "Bjackson is pretty extravagant, isn't he?"

Wicks: "Extravagant! I should say he was. Why, I've even known him to buy things at auctions."—*Somerville Journal.*

Do you make your own simple syrup for use at the fountain? If you do, here is your chance! On another page in this issue is an advertisement of Samuel T. Hensel, of 801 East Colfax Avenue, Denver. Mr. Hensel tells about an automatic syrup percolator which works admirably and which will save you money and yield you besides an excellent product.

Important Notice to Every Painter.—It has always been *an awful scrape* for painters heretofore to remove paint, shellac, and wax in the old way by use of scrapers, sandpaper, etc. Why not save one-half the labor and one-half the cost of refinishing old work by the use of "Adelite Paint and Varnish Remover," which is the newest and most up-to date way of removing any old finish, whether varnish or paint,

LANOLIN

"BRITISH"

HYDROUS U. S. P. and ANHYDROUS.

LIVERPOOL AND LONDON, ENGLAND.
MONTREAL AND TORONTO, CANADA.

WHY PAY FANCY PRICES!

WE GUARANTEE OUR PRODUCT U. S. P.

PRICE 30C. PER LB.

F. O. B. NEW YORK.

If your Jobber does not keep it, send to us direct—he is handling something which pays him better.

1 LB. CANS, 30C. LB.; 7 LB. CANS, 28C. LB.;
14 LB. CANS, 27C. LB.; 28 LB. CANS, 25C. LB.

Special Quotations for Veterinary and Commercial Grades.

EVANS AND SONS, Lim., 133 WILLIAM ST., NEW YORK.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . . $1.00 SIZE . . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50C. SIZE . . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS. DR. J. C. HOOD, LOUISVILLE, KY.

shellac or wax. It is simply a wonder! It removes all old finish like magic without injury to the hands, the finest woods or veneers, or any finish applied immediately after its use. It has been thoroughly demonstrated and proved by its practical use by some of the largest painters and contractors all over the United States. Its extreme merit commends itself to every painter, contractor, and finisher in the country as a great labor- and money-saver. Adams & Elting Co., of Chicago, who manufacture this valuable article, will be pleased to send a trial package and circular giving full description of same upon receipt of 10 cents for package and postage.

In ordering fly-papers and the like, don't forget the old reliable—"Tanglefoot."

The pioneer of all headache remedies is Dr. Davis's "Anti-Headache." If the readers of the Bulletin will consult the advertisement of this popular remedy on another page, they will see that an excellent offer is made which can be taken advantage of through any jobber.

The College of Pharmacy of Notre Dame University, in Notre Dame, Indiana, was established in 1898, and has already made a name for itself. Prospective college students would do well to write for a catalogue to Rev. A. Morrissey, Pres., Notre Dame, Indiana.

One of the best advertising experts in this country is Ulysses G. Manning. Mr. Manning hails from South Bend., Ind., and he makes a specialty of drug and medical exploitation. He has a large number of druggists among his clients, and what he has to say to pharmacists in his advertisement elsewhere in this issue of the Bulletin will appeal to you.

The Safe Way.—Clerk (in village drug store): "Do you live here?"

Customer: "Sure."

Clerk: "Then you'll have to wait till the boss comes back; I ain't allowed to put up prescriptions except for strangers."

BUCKEYE PAINT AND VARNISH CO.

PAINT, COLOR
and
VARNISH MAKERS.

SOLE MANUFACTURERS CRYSTAL-ROCK FINISH.

Write for Catalogue and Prices. TOLEDO, OHIO.

YESBERA MFG. CO.
TOLEDO, OHIO.

THE BEST YET! Our 1903 Product in Furniture of Steel

An exemplification of the qualities of elegance of design, beauty of finish, strength of construction, these goods possess some points of particular advantage over anything that has yet been produced, embodying at once certain desirable qualities that have seldom been attained together.

STOOLS, CHAIRS, TABLES, for the up-to date outfitting of Ice Cream Parlors, Confectionery Stores, etc. In keeping with the most elegant of soda fountain appointments.

Write us for our proposition to show you a sample.

YESBERA MFG. CO., - - TOLEDO, OHIO.

If you are interested in cash registers, you can find out all about them by writing J. N. Biddle & Co., 5479 Lexington Ave., Chicago, Ill. See their ad. on another page.

One of the new scientific preparations of the day is "Lymphoids." This is made partially of animal extracts, and is an admirable brain and nerve food. The formula is given in the advertisement this month of the Goat Lymph Sanitarium Association, Auditorium Building, Chicago.

Something for Nothing!—The P. L. Abbey Company, of Kalamazoo, Mich., offer to send free one dozen bottles of Kalamazoo Celery and Sarsaparilla Compound to one druggist in each town. Send a postal to the company at once, and ask for particulars, mentioning the Bulletin.

Smithson: I'm afraid Jimson, the patent-medicine manufacturer, is losing his mind.

Brownlow: What makes you think so?

Smithson: They say he has begun to take his own medicines.—*New York Journal.*

The Denver Chemical Co., of 57 Laight Street, New York, announce that the druggist can make an extra 5 per cent on Antiphlogistine by ordering from his jobber six dozen of the small size, or by giving an order for any or all sizes amounting in the total to $24. This offer is certainly worth considering.

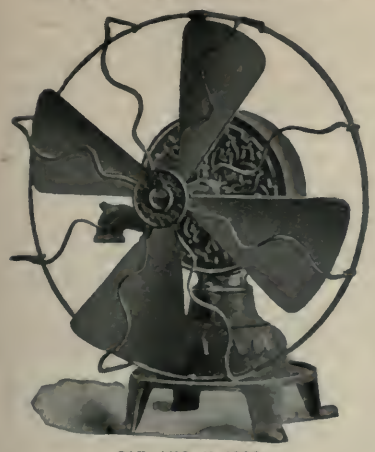
Ross, Flowers & Co., of 179-181 East Lake Street, Chicago, are headquarters for everything in the way of plasters. Moreover, what is nearer the point, they sell excellent goods at low prices—and low prices are what every wide-awake merchant is looking for. Write to Ross, Flowers & Co. for samples and figures, and don't forget to mention the Bulletin. Don't put this off—it will pay you to do as we suggest.

The Bulletin is in receipt of the new price list of the Farbenfabriken of Elberfeld Co. We note that four new products have been introduced: Aristochin, Helmitol, Mesotan, and Theocin. Write to the company, at 40 Stone Street, New York, for a copy of the price list, mentioning the Bulletin of Pharmacy.

It won't be long now before everything having to do with the soda fountain will be called into requisition. One of the essentials is an ice-cream "disher"—an instrument that will accurately measure the cream and easily dig it out of the container. Such a "disher" is made by the Kingery Mfg. Co., at 131 East Pearl Street, Cincinnati, Ohio.

The subject of "Water-proof Liquid Court Plaster" is now occupying the attention of the trade. It has been the custom to use collodion as a protection for wounds, cuts, and abrasions. However, it has been found by experience that collodion, or any composition of which collodion forms the base, is unsatisfactory for the reason that it is not absolutely water-proof, nor does it possess the antiseptic qualities that are essential to thoroughly protect and heal a wound. Carpenter's Water-proof Liquid Court Plaster, manufactured by the Carpenter Chemical Co., of Detroit, Mich., contains no collodion—at least we note that this firm offers $1000.00 for every drop of collodion, acid, or gun-cotton contained in their court plaster; and as the company is incorporated under the State law of Michigan there is no doubt of its sincerity and responsibility to make this offer good. In fact, this company is the originator of court plaster in the liquid form,

TRIUMPH WATER DESK FAN.

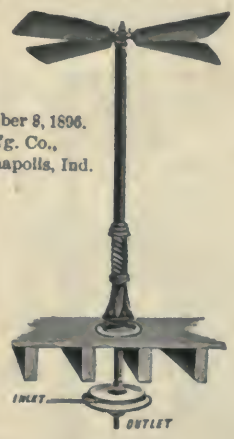


PAT. AUG. 11, 1896.

TRIUMPH COUNTER COLUMN WATER FAN.

Patented December 8, 1896.
Specialty Mfg. Co.,
Indianapolis, Ind.

TRIUMPH FLOOR COLUMN WATER FAN.



WE ALSO MAKE

CEILING, BRACKET AND COLUMN FANS

FOR BELT POWER, AND

WATER MOTORS

FOR DRIVING THEM.

IN FACT, CAN SUPPLY YOU WITH ANYTHING IN THE FAN LINE.

WRITE FOR CATALOGUE.

SPECIALTY MFG. CO.,
400 S. MERIDIAN ST.,
INDIANAPOLIS, IND.

THE GRAND RAPIDS ICE CREAM CABINET. A large assortment of various styles and sizes constantly carried in stock. Can make prompt shipments. These Cabinets are nicely finished and will save their cost in Ice in one season. Have a large amount of unsolicited testimonials on file. We can please you as well as we have pleased others. Write for illustrated catalogue.

Chocolate Cooler Co.

Grand Rapids, Mich.

Manufacturers of Ice Cream and Oyster Cabinets, Chocolate Coolers, Dipping Tables and Candy Boards.

and it has in its possession testimonials from leading physicians and surgeons who have used the court plaster as a dressing in surgical operations. Their goods are stocked with the jobbers.

THE BRILLIANT GAS LAMP.—The Brilliant Incandescent Gasoline Gas Lamp is now entering its third season in new and attractive form and greatly improved, and the makers state having successfully passed the experimental period and trying ordeal that all new inventions are subject to in the unfamiliar hands of the public.

In construction and mechanism there is nothing to wear or give out, and it is claimed that there is no good reason why the lamps now in use should not give as good service in five or ten years as at the present time.

The manufacturers claim that this lamp is absolutely safe and explosion impossible, as the reservoir is away from the burner and the gasoline cannot come in contact with the flame. The generator is over the chimney and separated from the burner by a 20-inch gas and cold air pipe which keeps the exposed parts cool. Every fixture makes its own gas, is light and portable, can be hung anywhere, or removed from room to room. They hold about one quart and will burn, it is stated, from eighteen to twenty hours without refilling.

The Brilliant Gas Lamp Co., Chicago, Ill., are the makers and sole owners, and they will gladly send our readers further particulars and prices upon application.

THE GROWTH OF AN IDEA.—The handsome double-page advertisement on other pages of the L. A. Becker Company tells a story of marvelous growth. Five years ago the Becker Company built the first 20th Century Fountain and demonstrated the practicability of absolutely pure soda water with complete sanitation as the fundamental basis in general, and the adoption of a system of dispensing syrups in particular.

That the sanitary idea found quick approval is shown by the remarkable growth of the business of this company, which last year was compelled to decline nearly $100,000 worth of orders received too late to guarantee delivery for the opening of the season. It now requires three large buildings to house the various departments of the 20th Century as indicated by the photos in the advertisement. The plant comprises the factory, which is supplied with the most modern machinery, including what no other soda-fountain concern has—a thoroughly equipped woodworking department for making refrigerator bases, workboards, and counters—most essential parts of the equipment of the modern soda fountain, for which the purchasers of other than 20th Century makes are told, to speak plainly, to get how and where they can. Completeness is one of the distinguishing features of the 20th Century Fountain and greatly enhances its value in the eyes of those who have had "experience." Absolute cleanliness is compulsory by the very construction of the fountain and modern workboard of the 20th Century. The efforts of the most careless operators to dispense microbes are thwarted by the astonishing simplicity and effectiveness of the sanitary bottle system employed, and withal, so apparent is the sanitation to the customer that the popularity of the 20th Century idea is easily accounted for.

The warehouse of the Becker Company is an asylum for several hundred fountains, which the 20th Century has dis-

Druggists, DON'T Experiment!!

With Untried Construction in Metal Chairs, Stools, and Tables.

All Users, of Soda Fountains, if wise, will buy

Andrews'—The Best.

EXTRA-SIZED STEEL ROD, COPPER PLATED AND POLISHED.

Attractive, Artistic, Cleanly and Indestructible,

As well as Inexpensive.

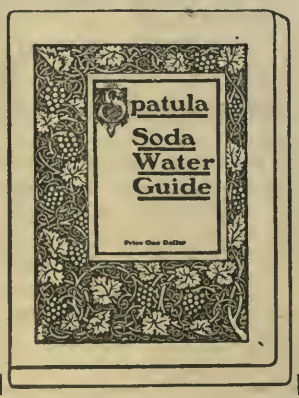
Good for **100 years' wear.** The steel rod used by us EXCLUSIVELY is exactly the correct thing, as is our Jap. copper plating.

Beware of inferior imitations that play out in 60 or 90 days.

Address for Catalogue, Mfrs.,

The A. H. Andrews Co.,

176 Wabash Ave., CHICAGO.



$500 to $1000 EVERY MONTH

Can be made from your Fountain if you study and follow this book

450 SUBJECTS

and more are touched upon in the Spatula Soda Water Guide. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box, and what to do with all the numerous accessories that now go with a fountain.

ITS FORMULAS

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

Price Postpaid with THE SPATULA, one year, $1.50,
Without THE SPATULA, $1.00.

THE SPATULA, - BOSTON.

placed. Here the old styles, and for that matter new old ones, are repaired and sold at less than half original prices.

A visit to the salesroom of the Becker Company will repay all interested in soda fountains. It is a veritable fairyland of Egyptian and Moorish designs, multicolored electric lights, cathedral glass, vari-tinted onyx, etc., and as stated in the advertisement, "an object-lesson in the value of display"—a characteristic and money-making feature of the 20th Century Fountain.

Thus, from a humble beginning in an incredibly short time the L. A. Becker Company has taken a leading place in soda-fountain production and become the largest independent manufacturer of soda fountains in the world.

At this, the season of the year when it behooves the wide-awake druggist, confectioner, or other merchant to prepare for next season's business, it will profit him to send for some of the handsome advertising matter detailing the merits of the 20th Century Sanitary Fountain, notably the latest catalogue and the beautiful Shakespearean Booklet in colors issued by the L. A. Becker Company.

THE NEW LIGHTING SYSTEM FOR DRUG STORES.—The fact that the general tendency of modern lighting is toward an even illumination and the avoidance of glare and strong shadows, and that the perfect light should seem to come from nowhere in particular, has been the cause of a new era in gas lighting. The Gas Arc is now the recognized competitor of the electric arc, and is without a doubt much superior as a commercial light, especially in stores and other large rooms where plenty of light is needed.

A four-burner Gas Arc that will use from 19 to 27 feet of gas per hour is not a commercial article in the truest sense of the word, and it behooves those handling them (especially gas companies) not to force an arc of this character on the consumer. It is possible to give them a light of equal brilliancy on a consumption of from 12 to 15 feet of gas per hour and under any gas pressure. It is therefore an important consideration that the arc in use be an economical arc, and that the buyer shall recognize it as such, to make it a standard article.

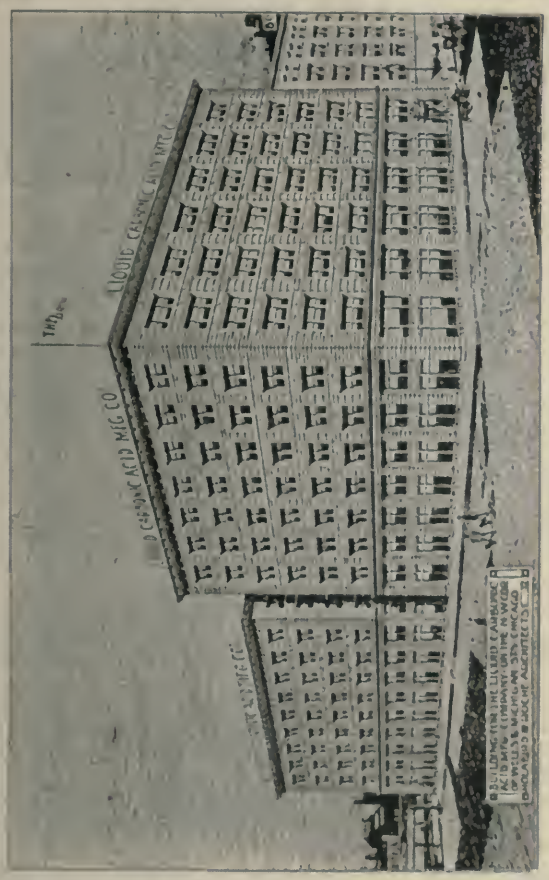
In view of the above, the Acorn Brass Mfg. Co. direct attention to their Lumo Arc. They claim that the construction of their burners are on scientific principles, which involves the most perfect mixture of the gas and air at the same time, giving to the burning gas a rotating motion, the expansion of the burning gas producing a dazzling incandescence similar to sunlight and in no way affecting the eyes.

NEW HOME OF THE LIQUID CARBONIC ACID MANUFACTURING CO., IN CHICAGO.—The new building now in process of erection at the northwest corner of Wells and Michigan Streets, Chicago, for the Liquid Carbonic Acid Mfg. Co., is attracting no little attention among the many who have watched with surprise the astonishing growth and prosperity of this concern, which, in the course of a very few years, has expanded from a comparatively small beginning to a position where it easily takes rank as handling a larger proportion of business throughout the Western Hemisphere, in the dispensing and bottling trades, than any several other concerns that could be named.

The new Chicago home of the "Liquid" is a magnificent eight-story-and-basement structure 110 x 118 feet, fronts on Wells Street, and as soon as completed will be occupied by the "Liquid," for the manufacture and sale of their world-famous lines for bottlers and dispensers of soda-water, among which lines are the well-known "Liquid" sanitary soda fountains, hot and cold soda apparatus of all varieties, fountain supplies, the popular "Diamond Brand" Crushed Fruits and "Liquid Fruits," "Diamond Brand" "Liquid Gas," carbonators, charging outfits and bottlers' machinery and sup-

plies of all descriptions, "Baurs' Soluble High-grade Extracts" for bottlers, bottlers' labels, "Carbonic Automats," faucets, brass goods, etc.

While it is purposed to make this building one of the most handsome and attractive of its class in Chicago, this will be but one of its distinguishing features, others being the exceedingly substantial character of its construction, and the



great care which is being exercised to minimize fire hazard. The structure is designed in Italian Renaissance style, with alternate bands of red and dark brown brick in a rustic pattern, with terra-cotta trimmings. A thoroughly substantial foundation of piles insures against settling, while all stairways and elevator shafts are enclosed in heavy fire-proof brick walls. The floors are built in the most approved form of mill-construction, with cast-iron columns protected with fireproofing, and the entire building is equipped with automatic sprinklers. All partitions are of incombustible material, and no expense is being spared to make the building conform in every particular to the most approved type of mill-construction.

The entire building will be substantially and handsomely finished in oak, and each floor will be equipped complete with toilet rooms, fire-proof vaults, and all modern accessories of a thoroughly down to-date manufacturing plant of the highest class.

Soon after the completion of this building, there will be commenced the erection of another building, on the corner of Franklin and Michigan Streets, 100 feet deep and fronting 132 feet on Michigan Street. This structure will be six stories in height and will be devoted exclusively to the manufacture of "Liquid" soda fountains.

The old quarters of the concern at 76 to 82 Illinois Street will still be occupied by them after the completion of the new buildings, being reserved for their foundry and finishing departments.

(*Continued on page 46*)

NO DRUG PAINT STOCK COMPLETE WITHOUT IT

IMPORTED AND DOMESTIC

TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

SUCCESSFUL PHARMACY

$18,600.00 PER YEAR FOR $1.00.

Send me a dollar bill and I will mail you my 96 page Booklet "Successful Pharmacy" delineating my methods of building up a retail drug trade to $18,600.00 per year in a town of 5000 inhabitants. Booklet contains many tested formulas of value, advertising methods, etc.

"The points contained in your booklet are valuable for amateur and older pharmacists."—Dr. E. R. Bush, 3047 Thomas St., St. Louis, Mo.

"A neat little volume of interest to retail druggists."—*Pacific Drug Review.*

"Contains a great deal of value to the pharmacist."—*Spatula.*

"Your booklet is pregnant with useful and practical hints worth many times its price."—J. D. Connellan, Warwick, Queensland, Australia.

SEND DOLLAR AT MY RISK. RESPECTFULLY

R. T. BOWER, 575 Greenwood Avenue, DETROIT, MICH.

SOME PEOPLE MAKE MONEY SELLING

"NEW-SKIN"

WHY DON'T YOU?

READ THIS

from a druggist in Montpelier, Vt.

"We would be pleased to receive window sign and suggestions for advertising 'NEW-SKIN.' We introduced the goods here and are selling lots of it."

AND THIS

from a consumer in Manchester, Pa.

"Enclosed find 50c in stamps, for which please send me a 50c bottle of 'NEW-SKIN' Liquid Court Plaster, as we cannot get it here in our town, and it is certainly a fine thing to heal cuts and sores."

Our advertising brings US the consumers' orders if you don't stock, but when they come direct to us YOU MISS YOUR PROFIT.

NEW-SKIN TRADE MARK REGISTERED WATERPROOF LIQUID COURT PLASTER

	Retail, Each.	Wholesale, Dozen.
POCKET SIZE,	$0.10	$0.75
FAMILY SIZE,	.25	2.00
2-OZ. BOTTLES,	.50	4.00

ORDER OF YOUR JOBBER—If he cannot supply you, we will ship your first order by express, prepaid, on receipt of the above price in money-order or stamps.

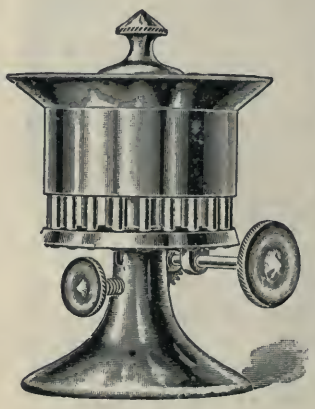
PROPRIETORS AND MANUFACTURERS,

DOUGLAS MANUFACTURING CO.,

107 Fulton St., New York.

EASTMAN'S CAPSULE FILLER

(DIVIDES THE POWDER ACCURATELY AND FILLS INTO CAPSULES.)



SIMPLE, PRACTICAL, A GREAT SAVER OF TIME AND LABOR. : : : : :

It fills five sizes of Capsules, Nos. 4 to 0 inclusive, and will fill twenty Capsules of a size at one operation—in less than 5 minutes. Made of cast brass, nickel plated and polished. An indispensable adjunct to the prescription counter.

WRITE FOR CIRCULAR.

MANUFACTURED BY

L. K. EASTMAN, 1354 Woodward Avenue, DETROIT, MICHIGAN.

"THE ORIGINAL"

CARPENTER'S

WATER-PROOF

LIQUID COURT PLASTER

CAN'T BE BEAT.

Heals Cuts, Burns, Wounds, all Abrasions of the Skin. An invisible, waterproof, pliable, antiseptic, germ destroying plaster, healing rapidly.

We offer $1000.00 for every drop of COLLODION ACID or GUN COTTON found in this composition.

Toilet size . . . 10c. Physicians' size . 25c.

Ask Your Jobber for it.

MANUFACTURED BY CARPENTER CHEMICAL CO., DETROIT, MICH., U.S.A.

In closing we wish to bring to the especial attention of our readers the "Liquid's" exceedingly attractive advertising, appearing between pages 24 and 25 of this issue. For any information concerning any of their various lines, catalogues, etc., write, wire, or 'phone any one of their numerous branches at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

John: "Wotcher smokin' two cigars fer?"
Jim: "Oh, I jest feel like doin' somethin' expensive!"

A NEW DEPARTURE.—Those druggists who have come to regard Detroit as the best buying center for show-cases and fixtures of every kind for the store will probably be confirmed in their conviction by the news of a large new factory which will soon be put in operation here for the manufacture of this line of goods. The new firm is known as the Detroit Show-case Co. We call it a new company, but perhaps after all the term is a misleading one. While it is,

FREE.

ONE DOZEN BOTTLES

OF

Kalamazoo Celery and Sarsaparilla Compound

to one druggist in each town.

Write for particulars to

THE P. L. ABBEY CO.,

KALAMAZOO, MICH.

WITH MY

"DORAN" LIGHTS

I AM JUST AS INDEPENDENT AS IF ELECTRICITY AND GAS HAD NEVER BEEN INVENTED.

Fact is, they give me

CLEARER, WHITER, MORE POWERFUL ILLUMINATION

than either of the latter, and at but a fraction of the expense.

GENTLEMEN:—We have been using a twelve lamp system of the Wonderful "Doran" Gasoline Light for the past twelve months, and it has proven entirely satisfactory, both in point of economy and brilliancy of light.

We obtain a third more light than we received from an electric arc light at one-half the expense.

Yours truly,

Harvery, Ill. THE EAGLE "DEPT." STORE.

THE ACORN BRASS MFG. CO.,

204 FULTON STREET, CHICAGO, ILL.

GOOD AGENTS WANTED IN ALL UNOCCUPIED TERRITORY.

indeed, a new corporation, it is officered and conducted by men who have been concerned with the making and marketing of the best show cases for years past, and who are largely responsible for the eminence Detroit has attained as a center for the manufacture of this line of goods.

Mr. John Petz, who holds the position of president and superintendent, has been for nearly thirty years the managing superintendent of John Phillips & Co., Ltd., of Detroit. Mr. Petz has given years of thought and study to the development of show-cases and store fixtures, and holds a number of very valuable patents, prominent among which is his "Petz Illuminating Device," which raises the output of the new firm distinctly into a class by itself. Mr. Herbert Malott, who has also been connected with the John Phillips Company as their active business manager for the past fourteen years, has assumed a similar position with the new company, and will doubtless prove a very valuable acquisition for them, on account of his thorough knowledge of the business.

The company commences business with the assurance of friendship from many who have known them in years past, and this fact, coupled with their repeated assurances regarding the high standard of quality which they will maintain, makes it quite safe to predict for them a prosperous career. We feel sure that the gentlemen who constitute the Detroit Show-case Co. will win success because they deserve it so highly.

ALWAYS FOUGHT CUTTERS AND DEPARTMENT STORES.—The W. H. Hill Co., proprietors of Hill's Cascara Bromide Quinine Tablets, are warm friends of the N. A. R. D., and are one of the most successful of the larger manufacturers in keeping their goods out of the hands of cutters and department stores. It is generally conceded by the trade that their goods are less in the hands of cutters and department stores than any article of this kind on the market, notwithstanding

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

All Your Advertising

FOR $2.00 PER MONTH

Our System of Advertising is by far the most satisfactory service that we have ever furnished to retail druggists. It is now used by over eight hundred druggists of this country, and by druggists all over England, Canada, Australia, New Zealand, in India, South America, Switzerland, Hawaii and the West Indies. Could any system be used by so many firms in so many countries if it was not an exceptionally good one? We know that it is good. We want you to know as much as we do about it. Our large pamphlet which we will send you free, tells you just exactly of what our "System" of advertising is composed. When you receive this pamphlet, with our explanatory letter, you will see that we are certainly offering you a service which will strike you as exactly what you need. The System is adapted to all drug stores, big or little, and furnished to **Only One Druggist in a Locality.** Helps you to advertise to the physicians as well as to the people; covers all departments of your store; in fact, furnishes you a complete advertising service. You will like it the same as the hundreds of other good druggists are liking it to-day.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

MARCH.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

RENEWALS ARE WHAT COUNT.

"Enclosed find contract signed for another year of your 'SYSTEM.'"—W. G. GREGORY, Buffalo, N. Y.

"Enclosed find contract signed for another year of 'SYSTEM.'"—LAFLIN DRUG CO., Wymore, Neb.

"Enclosed find order for renewal of contract for another year of your 'SYSTEM' of Advertising."—PAXSON & ROCKEFELLER, Butte, Mont.

"Enclosed find renewal contract for another year. We regard your 'SYSTEM' of material aid to us."—CHAS. L. WRIGHT, Webb City, Mo.

"We are pleased with your 'SYSTEM.' Enclosed find contract for another twelve months."—THE CHAS. H. SAGAR CO., Auburn, N. Y.

"We want your 'SYSTEM.' Find enclosed contract for another year."—HOUSEWORTH BROS., Elkhart, Ind

"We are more than satisfied with your 'SYSTEM.' Find enclosed our contract for another year."—DRUEHL & FRANKEN, Salt Lake City, Utah.

"Of course we want your 'SYSTEM.' Find enclosed contract for another twelve months."—WM. M. EAMES DRUG CO., Manchester, N. H.

"Nearly one thousand prominent druggists using this 'SYSTEM."—M. P. GOULD CO., New York, N. Y.

M. P. Gould Company

Drug Store and Medical Advertisers
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

their output has reached over one-half million 25-cent boxes per month. This would mean, if placed end to end, that they would practically reach from Chicago to Detroit, over 260 miles per month, or 3120 miles of boxes per year!

They evidently believe in giving the public an opportunity to test the merits of their tablets, as they have distributed nearly 10,000,000 samples since October 1, 1902. These are put up in a very unique style package, and we understand from the trade that it has made a lively demand for their goods. This firm evidently believe in what might be termed a "still hunt," as their plan of advertising does not make very much noise. The writer had the privilege of visiting their laboratory and he was surprised to find over 100 people employed. They publish four different styles of very neat drug papers for the trade, and when a man steps into their printing department he will soon realize that the little periodicals must be popular, as over 100,000 copies are printed per day.

We understand that the price of Hill's C. B. Q. Tablets is $21.00 per gross, 4 dozen free with each gross, and a trade discount of 5 per cent, which certainly gives the druggists a very liberal profit (see page 30 for liberal trade offer). Notwithstanding this, the proprietors refund the full retail price, 25 cents, for every empty box that is returned to the dealer as unsatisfactory.

We do not wonder that these liberal terms have made strong friends among the retail druggists, and we understand from them that these tablets give the very best of satisfaction and are growing in the estimation of customers every day.

AN ACCOMPLISHED RUSSIAN.—David Alexandrovitch Ruffmann, who has just been appointed Manager of Parke, Davis & Co.'s new branch at St. Petersburg, Russia, is a most versatile and cultivated man. Although but 27 years of age Mr. Ruffmann possesses a knowledge of four languages, including a fluent mastery of English. He has traveled extensively in Siberia, and has written a work entitled "Across Siberia by Rail." He is also a composer, his most recent work, "Berceuse Russe," for violin and piano, having been performed on the Bremen Lloyd steamer, *Kaiser Wilhelm der Grosse,* during. Mr. Ruffmann's recent voyage to this country, at a concert for the benefit of the sailors' widows and orphans' fund. Finally, Mr. Ruffmann has of course had an extended experience in the various aspects of pharmacy, and he will prove an efficient agent for the house of Parke, Davis & Co. in Russia. It is interesting to know that this is the first time in the history of that country that a foreign manufacturing house has established a branch agency; and it speeds the day when the universe will be encircled with branches of this great Detroit firm. Only recently a branch was established at Australia, and a very successful branch has been in operation in India for many years. Much the same is true of other countries on the globe.

"WHAT is the original idea in this novel of yours?" asked the publisher.

"My hero and heroine hate each other so heartily," said the long-haired and wistful-eyed young author, "that they marry for revenge and make each other miserable for life." —*Indianapolis News.*

BEFORE YOU WERE BORN.—A record of seventy-one years as manufacturers of soda-water fountains and appliances is a record to be proud of. Since the year 1832 the American Soda Fountain Co. has been actively engaged in the building of soda-water apparatuses. This is a long and valuable service, which the soda-water dispensers of the United States seem to appreciate, as 37 per cent of all the soda fountains made and sold in the United States are the products of this company. There have been hundreds of improvements since

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results.* It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

the making of the first fountain, all of which have originated with and been developed by the American Soda Fountain Co. The experience which has come to the business in these long years is embodied in the apparatuses of 1903.

The Baby on the fourth page of the advertising insert of the American Soda Fountain Co., between pages 8 and 9 of this month's issue of the BULLETIN, is an exceedingly interesting kid, and tells a story which is sure to stick in the mind of the dispenser. The buying of a soda fountain is a deal in which the dispenser wishes to satisfy himself beyond doubt that the manufacturers have sufficient experience in the matter to be able to guarantee the efficiency of the apparatus. This the American Soda Fountain Co. do in an unqualified manner, absolutely guaranteeing every apparatus which is decorated with their name-plate.

A new thing offered to the dispensers at the present time is "Fruit Floss," which has been thoroughly tested by the American Soda Fountain Co. and is offered with the absolute confidence that it will be a palate pleaser. It is made in six varieties—Apricot, Blackberry, Peach, Pineapple, Raspberry, and Strawberry—and contains every particle of the fruit which is nutritious and pleasant to the taste, and eliminates every particle of the fruit which is not desirable. "Fruit Floss" will be found at all American fountains, and is sure to be especially attractive to the soda-loving public.

Pages two and three of the insert are a handsome reproduction of one of the newest of "American" apparatuses, the Chase. Next month's insert will contain a picture of one of the biggest fountains ever made and sold in the United States.

We are not overestimating facts when we say that the American Soda Fountain Co. are not only the oldest manufacturers of soda fountains in the world, but the most reliable, and that any article sold by them is backed by the entire personnel of the company. Rest assured that you can do no better than to send your orders to the nearest office of the American Soda Fountain Co.

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Manufactured by

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For 1903.

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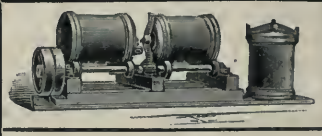

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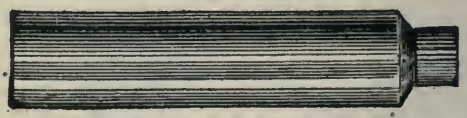

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Manufactured by **RAYMOND LEAD COMPANY,**

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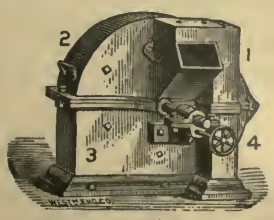

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The illustrations show a 20-drawer cabinet, and a drawer with the partitions in place and filled with cuts.

BULLETIN OF PHARMACY

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EDITORIAL.

"KNOW THE OTHER FELLOW!"

We have just been reading the last annual proceedings of the Pennsylvania Pharmaceutical Association, and we have come upon one page which has struck us with considerable force. As our readers know, Mr. B. E. Pritchard is secretary of one of the best local associations in the country—the Western Pennsylvania Retail Druggists' Association of Pittsburg, Allegheny, and their environs. A discussion ensuing at the meeting of the State association on N. A. R. D. matters, Mr. Pritchard was called upon to make a few remarks, and what he had to say of the conditions in Western Pennsylvania is full of suggestion and interest.

The advantages which Mr. Pritchard asserted had flowed from organization work in his section were nothing less than remarkable. In the first place, the advance in prices brought about by the general adherence to a uniform schedule had meant, on an average, an increase in the profits of each store amounting to $839 per year! This demonstration alone is far more eloquent than pages of oratory, and it brings home in the strongest possible manner the great value of thorough local organization.

But this was not all. Mr. Pritchard showed that perhaps the greatest advantage which organization had after all accomplished was the development of a spirit of harmony between the druggists. Previously all sorts of cut-throat practices were the rule, with results damaging in the extreme.

> It used to be this way: A person would come in and ask, "How much will you charge to fill that prescription for me?" And you would lay it down, and wonder how much that fellow would charge around the corner. Then you would reply, "That prescription is worth forty cents." And the man might intimate that he had been to other stores, had been given a better price, and so you finally have to come down to fifteen cents. You had no means of knowing what the other fellows had charged or would charge, and you didn't want to lose the sale. We do not have this condition of things any more. We have good men who have also the welfare of their fellow druggists at heart. Until this change came about, they were not getting enough sometimes to pay for the price of the prescription.

"The solving of the cut-rate problem," Mr. Pritchard went on to say, "is in knowing what the other fellow is going to do. And what we have attempted is to get to know the other fellow and therefore to know what action he will always take. Know the other man, and treat him kindly; and that is all you have to do. It is simply the golden rule carried out. Know the man who is in the same business that you are; and if you learn to know him, you will have no trouble." This is far more important than it may seem to be at first thought. Just to consider the one thing alone of prices charged to customers, it will be evident to any pharmacist upon deliberation that with a surprisingly large number of the sales which he makes every day, the prices he gets are fixed with a view to what has been done, or would be done, by his competitors. The element of uncertainty as to what others might do constantly leads him to cut his own throat. Once he knows his competitors; once he knows what prices

they will charge and what action they will take; once he gets to work in harmony with them, he is enabled to obtain much better prices and to save himself a vast deal of money and disadvantage.

Get to "know the other fellow!"

BUSINESS FAILURES—WHAT CAUSES THEM?

There is perhaps one significant lesson for pharmacists in Bradstreet's last annual report of business failures. "Lack of capital" was the cause to which were attributed more failures than to any other single thing; and this fact seems to us to have more pertinency to the retail drug trade than to almost any other for the reason that the practice is so common in pharmacy of beginning business with little or no capital. An ambitious clerk longs to have a store of his own; he has little money, but he has friends; the jobber, too, is willing to aid him; and so the young man is established in business. This practice is so frequent, and it so often ends in failure, that in some cities of the country anywhere from ten to twenty-five per cent of the drug stores are practically owned by the jobbers!

Bradstreet enumerates other causes of business failure, and a glance at them will not be without profit. Next to the lack of capital the most prolific source of disaster is incompetence. This caused one out of every five failures last year; "specific conditions" one out of every six; and fraud one out of every ten. It is both surprising and gratifying to note that but one failure in a hundred resulted from either extravagance or speculation; and to us it is also somewhat unexpected that but one failure in thirty could be attributed to unwise credits. Competition, a factor which would seem to bring many men to ruin, is claimed to have caused but one failure in every twenty-seven.

These figures are full of value. It is highly significant that lack of capital and incompetence cause so many failures and competition so few of them. The cry is often heard in modern days that competition is now so fierce, every avenue of effort is now so overcrowded, there is no longer a good opportunity for the young man to make a place for himself; and yet we see from these statistics that failure results in the great majority of cases, not from the conditions which surround the young man, but from the young man himself. If he be competent, and if he have adequate capital, he has overcome the two things which most often compass his defeat in business. If he lack the capital it would seem unwise, almost hazardous, to launch his craft, unless, indeed, he is gifted with uncommon enterprise, excellent judgment, real thrift, the quality of order and method, and the capacity to avoid the perils that beset incompetence. Given these characteristics, it is safe for him to embark without capital; lacking them, it would appear from Bradstreet's records that he is quite likely to be shipwrecked.

THE WOES OF THE GROCER.

Misery is popularly supposed always to love company; and perhaps pharmacists will take at least a measure of interest in viewing the plight in which grocers are beginning to find themselves. Pharmacists have for years complained that proprietaries have come down upon them in such numbers as nearly to bury them from sight; that the demand for many of these soon dies out and leaves the druggist with an unsalable stock on hand; and that the prices for the goods have been cut until they must often be sold even at a loss.

Now listen to this wail sent up recently by a grocer at a meeting of the Retail Grocers' Association of Minneapolis:

> "We'll have to put a stop to these condensed groceries in a paper box—these blasted 'breakfast foods.' It's bad enough when people come to buying their sugar at the drug stores—that saccharine stuff in bottles. But some of my customers have about quit buying flour; they say that all the elements of wheat are found in their Plumpoza. They don't want any beans or peas, or rice, or corn-meal, or potatoes or turnips—these would have to be digested, and some folks would rather trade their stomachs for a Chicago factory and eat 'predigested' foods! Who's going to buy dried apples, evaporated apples, dried peaches, canned peaches, or canned fruit of any kind, if he thinks he can get a whole orchard all ready to swallow at one-third the price of prunes? If this thing keeps on, I'll quit groceries and start a food store—I didn't say feed store! I'll make a deal with one of our millers, and put on luncheon foods and dinner foods, as well as breakfast foods! I'll grind up burdocks, red ink, and popcorn, and sell a substitute for potatoes and roast beef! Why hire a cook, or keep a kitchen, when all the family meals can be prepared upon a radiator or a parlor stove?"

Pharmacists need not think they have a monopoly on such evils. At this particular meeting other grocers went on to say that they were likewise loaded down with new-fangled cereals which take the place of standard goods, and which, alas! quickly become unsalable when a rival food is placed upon the market. It is quite apparent that the practice of putting up ready-made goods by the manufacturers is getting more and more common in all branches of trade, and that it is useless to kick against the pricks. So far as the pharmacist is concerned, he may comfort himself with one assurance: While the grocer, for instance, seems doomed to degenerate

into the mere agent of the manufacturer, the pharmacist will always be protected from this fate by the semi-professional nature of his calling. He may be compelled, it is true, to handle many goods which he does not make himself, but when these are not sold in the original packages, when they are dispensed on the layman's order or the physician's prescription, he is held responsible by the state for their purity and character. He is expected to pass scientific judgment upon them, and he must combine and dispense them with intelligence and professional skill. In the nature of things, therefore, the pharmacist can never become a mere distributing agent. As was pointed out in a January editorial, the pharmacist's duties have changed, not lessened.

SOMETHING SURPRISING ABOUT BOARD CANDIDATES.

An interesting discussion on board of pharmacy examinations developed at the last meeting of the Missouri Pharmaceutical Association. The secretary of the board, Mr. Brandenberger, stated in his annual report that at the last examination only three applicants had passed in a class of 27, and that, while this was an uncommonly poor showing, it was after all characteristic of the results gained since college graduates had ceased appearing in the examinations and had been registered upon diplomas. Asked why so very few applicants were successful, Mr. Brandenberger replied that it was certainly not because the examinations were difficult, but because the men who appeared were so poorly prepared—because, indeed, so many of them had no preparation at all, either in general education or in pharmacy.

He went on to say that they "fall down on identifying such common drugs as rhubarb, chamomile, arnica, jalap and opium, and such chemicals as common salt, magnesium sulphate, alum and borax." "One fellow had been in a store for eight years," he went on to explain, "and he couldn't recognize alum!" Dr. Whelpley thereupon related an incident of a young man who, shown a sample of rhubarb one year without being able to identify it, was shown the very same specimen the next year and replied: "I told you last year that I did not know what that was!"

Mr. Hess, a member of the board of two years' experience, declared that he had been surprised beyond measure at the lack of preparation exhibited by the applicants at the first examination attended by him. They were deficient in general education; they knew little or nothing of pharmacy; and many of them had not even "looked into a book or made any preparation for the examination whatever."

Is it cause for surprise that only three such applicants pass in a class of twenty-seven?

On the other hand, isn't it cause for profound surprise that so many young men should exhibit so entire an absence of any perception of the professional and scientific requirements of their calling?

WHY NOT?

The BULLETIN has often argued that no State board examination in pharmacy can be truly determinative of the applicant's fitness which does not include practical work in dispensing. Several State boards, happily, have within recent years made dispensing a prominent feature of their examinations, but others have replied—and often with force—that lack of funds rendered it impossible for them to undergo the expense, an expense admittedly quite large. In view of this objection it is gratifying to note that recently the School of Pharmacy of the University of Wisconsin threw its laboratories open to the uses of the pharmacy board in order that an examination in dispensing might be conducted. Such work was carried out by the board for the first time, and it is to be hoped that it will form a feature of all its examinations in the future. Is there not a suggestion here for boards in other States? Cannot alliances be formed between boards and colleges for the benefit, not only of both, but of the calling as well?

DON'T SAVE YOUR FLOWERS FOR OUR GRAVE!

The editors of the BULLETIN have been much pleased to receive the following letter from a prominent firm of retail druggists in the South:

To the Editors:

The flowers that some of our friends save to place upon our graves after we have departed for other climes lose their sweetness and fragrance for the dead, and fail to accomplish the purpose for which they are intended. For this reason I write to tell you *now* how well you have succeeded in placing in the hands of the druggists of the United States such a journal as the BULLETIN OF PHARMACY; it is practical and just what we have been long in need of. Your last number was fine, and we wish that it was in our power to give a copy of the journal to every one of our brother druggists who is not already a subscriber to it.

With kind regards for the continued success of the BULLETIN, we beg to subscribe ourselves,

Yours truly,

Milledgeville, Ga. CULVER & KIDD.

THE OBSERVER'S COLUMN.

During the years which the Observer spent behind the counter there was one lesson—one important lesson—which he never learned. But it has been taught him over and over again since he has been enabled to look at things from outside the counter—since he has joined the ranks of customers and could observe conditions from their point of view. This suggests that there are many things which pharmacists and other business men never get to see because they can never view them from the only place in which they are plainly visible, but a clear sight of which would be of inestimable value to them.

Without further philosophizing, however, let the Observer get at the heart of the story. The observation he has made is this: there are scores upon scores of people so constituted that if they are displeased with a merchant for any reason they will not plainly tell him so, but will follow the simple and easy course of taking themselves and their custom to another store.

If they are overcharged; if they are given inferior goods; if they are treated discourteously by a clerk; or if anything else occurs to dissatisfy them, they will not utter a vigorous protest—they will not "kick" and give the pharmacist a chance to make things right. He is given no opportunity to defend himself at all. The fair trial which the law of the nation accords the meanest criminal is denied him. He is swiftly and surely condemned without examination, and from the decision there is positively no appeal. The customer leaves his store not to return, and the worst of it is that the pharmacist rarely ever knows it. He scarcely ever realizes that he has been adjudged, found guilty, and condemned—all in three minutes!

Now the Observer does not mean to say that all people are of this order. Perhaps the majority, indeed, will indulge in language more forcible than elegant if they consider themselves mistreated; and with such individuals the merchant has an opportunity to "square himself." He need not worry about these persons. He may always be sure that the danger signal will be flashed in time. But what about the considerable minority who never flash any signal?

The Observer would caution his pharmaceutical friends against such customers; and it occurs to him that the only course to pursue is that which modern medical science has found so salutary—prophylaxis. Prevention, not cure, is demanded. Once the disease breaks out it is sure to be fatal. Cures are of no earthly use. They come too late! Resorting to prophylaxis, the pharmacist should so treat every customer that dissatisfaction will be rendered impossible. Make a study, indeed, of dealing with customers; realize thoroughly that from a business point of view nothing is of more cardinal importance; instil this realization into the minds of your clerks; and thus anticipate and prevent that silent displeasure which never manifests itself, but which means the loss of many a possible customer.

THE MONTH.

PURE-DRUG INVESTIGATIONS AGAIN. Between the pure-drug investigations in several cities and the cocaine raids and arrests, not to speak of the bill out in Wisconsin to defeat the operations of the N. A. R. D., the pharmaceutical atmosphere is kept in an electrical condition during these windy spring days. As we reported last month, the phenacetine crusade in New York has stimulated similar crusades elsewhere. The St. Louis situation, not wholly favorable to the druggists and scarcely less sensational than that of Greater New York, was described in our March number. In Washington, D. C., it is gratifying to know that a pretty thorough investigation served only to show that the goods handled by druggists were as they should be. The trade of that city has thus been benefited instead of damaged by the examination. It is reported that in only one instance was phenacetine found adulterated; and this is the drug which aroused all the trouble in New York. In New Jersey many druggists were fined by the State Board of Health two or three months ago for selling impure drugs, and now the Board of Pharmacy is prosecuting druggists for the illegal employment of unregistered clerks. Six pharmacists in Newark paid fines of $100 each last month, and it is reported that others elsewhere will ere long follow their example.

* * *

THE SITUATION IN NEW YORK. Meantime the pure-drug situation in Greater New York has calmed down somewhat. There seems to have been far less discussion in the newspapers and much less excitement generally last month. The attitude of opposition to the Board of Health early manifested by the drug trade seems also to be under-

going a change. It is now realized that the impure phenacetine found in so many drug stores by the board was purchased of itinerant peddlers; and at a recent meeting of the German Apothecaries Society we even find that body passing a resolution of thanks to the board for awakening the retailer to the danger of dealing with these individuals! Moreover, it is hinted that the Board of Health was first stimulated to undertake its investigations by a "tip" received from a member of the Board of Pharmacy! Surprisingly enough, though, the president of the latter board, Dr. Brundage, has issued a long statement in which he defends the druggists against the charges. That the investigation will be continued now seems sure. The Board of Health declares that specimens of various drugs will be systematically collected from drug stores, and that prosecution will soon follow in every case where a marked variance from the standard is discovered. So far but three prosecutions have been made, but it is now asserted that druggists have had ample warning and that no more coddling need be indulged in. Manufacturers and jobbers will also be remembered in future operations.

* * *

THE BOSTWICK BILL. A deplorable result which the phenacetine crusade in New York has had is the introduction of a foolish and impossible bill in the legislature at Albany—the Bostwick measure. It was perhaps to be expected that the exposé would stimulate some one to attempt a correction of the evil by legislative effort, but the unexpected has certainly happened in the provisions of this bill. The more objectionable, impracticable, and oppressive provisions are that all manufacturers or importers must affix to all packages containing drugs a certificate in writing indicating the purity, strength, and genuineness of such drugs and their ingredients, and in cases where the substances are liable to deterioration through the lapse of time the certificate must state the date after which they may be expected to deteriorate and after which they must not be sold. In all cases the certificates must state the date of the manufacture or importation, and the date also of the sale. Any druggist, dealer, or other person who shall have in his possession or who shall sell any adulterated drug, as defined in the health law, or any drug not certified to as mentioned, will be held guilty of a misdemeanor; and it will also be a misdemeanor for any one to have in his possession or to sell after the specified time limit drugs subject to deterioration. The penalty provided for non-compliance or evasion of the provisions of the bill are a heavy fine or imprisonment, or both. All branches of the New York drug trade are up in arms against this brilliant measure, and it is quite likely to slumber in committee.

* * *

COCAINE CONDITIONS IN ILLINOIS. Perhaps even more interest was felt last month in the cocaine arrests than in the pure-drug investigations in Washington, New Orleans, and New York. It is announced that the prosecutions of druggists in Chicago for the illegal sale of cocaine, reported in last month's BULLETIN, will be followed by prosecutions elsewhere throughout the State. Governor Yates has taken a hand in the situation, and the State's attorney of every county has been ordered to make a thorough investigation and report his findings to the grand jury. Meanwhile strong notices have been sent out in Chicago to a few druggists suspected of pandering to the cocaine trade, and it is intimated that more raids and arrests will follow if conditions are not bettered. And in order that the situation may be grappled with more effectually, the legislative committee of the State Pharmaceutical Association has decided to favor the passage of a law containing these provisions:

That no cocaine shall be sold at retail by druggists, except on the prescription of a physician.

That physicians be forbidden from prescribing cocaine for those who are victims of the habit.

That the enforcement of the law be placed in the hands of the State Board of Pharmacy.

That revocation of a druggist's license will follow a second conviction for violation of the law.

That the penalty shall apply to a druggist whose clerk sells the drug with his knowledge and permission.

* * *

COCAINE LEGISLATION. Legislation against the cocaine evil is also being attempted in other States. Several measures were mentioned last month. In addition to these it is reported that a bill restricting the sale of cocaine to a physician's prescription has been introduced in the Wyoming legislature, and that one is about to be introduced in the legislature of Nebraska. Georgia has a law, and Atlanta an ordinance, forbidding the sale of cocaine save upon a physician's prescription, but last month it was discovered that a druggist who had a brother practicing medicine was securing from that brother prescriptions by the dozen and carrying on the traffic in defiance of the law. An almost similar condition of things was found to exist in another store. In both cases, however, fines

of $100.00 were imposed, and as a consequence of these violations the police have announced their determination to start a vigorous crusade against cocaine druggists.

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A GRAVE PROBLEM. Both in Atlanta and in Chicago it has been shown that the cocaine evil is rampant. Victims are increasing in number daily, and hospital authorities tell horrible tales of the number of habitués and of the moral and physical destruction which the drug causes. It is abundantly apparent that the drug trade of the country faces in the cocaine evil a graver problem than that involved in the sale of whiskey—an evil more insidious in nature and far more disastrous in its consequences. If American Pharmacy would save its fair name it must grapple with this problem at once and solve it so far as may be before it passes beyond the stage of solution. The cocaine evil can admittedly not be eradicated with completeness by legislation, but much *can* be done by this agent, providing the laws gained are vigorously enforced. Realizing this, we are glad to see that the pharmacists of several cities and States are alive to their duty and are determined to do what lies within their power. We can only hope that their spirit may become general.

* * *

THE MILES PLAN. The uncertainty over the general adoption of the Miles contract plan which kept the retail trade in suspense for several weeks seems last month to have given way to complete comfort of mind. Following the compromise between the representatives of the jobbers and the retailers the plan apparently passed into almost universal acceptance, and is now being put smoothly into operation. Three hundred and twenty-five jobbers—and this must mean nearly all of them—had signed the contracts two or three weeks ago, and during last month it was announced by the Miles Company that prices on its goods had been completely restored in "75 per cent of the cut-rate towns in the country!" There are, however, many places where the cutters refuse to sign the contracts until their present stocks are exhausted, and the Owl Drug Co., of San Francisco, goes so far as to say that it has a sufficient stock to last several years.

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THE N. A. R. D. DEFENDS ITSELF. There has meanwhile been some talk, however, that in the compromise with the jobbers the representatives of the N. A. R. D. sold their birthright for "another mess of beautiful promises;" and this is charged against them because they eliminated, at the jobbers' request, the $96 penalty clause. The "N. A. R. D. Notes" replies to this criticism with indignation and declares:

> Nothing can be further from the truth. The jobbers were released from a *money* penalty for violations of the contract. But if they fail to "toe the mark" they are to forfeit their agency and the trade of all loyal retailers. No "inadvertence" dodge will avail as a sufficient defense; some of them know this to their sorrow already. Jobbers must faithfully keep their obligations, or the Miles Company and the retailers, both acting within their respective legal rights in the premises, will say: "Mr. Jobber, your services will hereafter be dispensed with." The money penalty for violations in the case of the jobber was therefore an unnecessary feature of the contract, and its elimination does not impair to any appreciable extent the strength of the plan. In comparison with that greater loss of the wholesale agency (a certain result of intentional or careless violation) the loss of $96 by any jobber would be but a small matter. Aside from this there is no good reason why the proprietor may not in certain circumstances sue for and be awarded damages many times $96. The jobber will coöperate with the proprietor and retailer as per the agreed arrangements or he loses his job. Nothing simpler; nothing more effective. See?

* * *

THE N. A. R. D. AND THE WISCONSIN BILL. The N. A. R. D. is facing a situation of some difficulty out in Wisconsin. As we reported in the BULLETIN two months ago, a bill has been introduced in the State legislature which is aimed directly at the national association. If made law it would apparently prohibit the operation of the tripartite plan. It was introduced at the behest of a cutter who had found that he could not secure goods, and who desired relief. At a committee hearing last month the bill was opposed by Secretary Wooten and Attorney Errant of the N. A. R. D., and by prominent Wisconsin druggists, among them being Messrs. Rollman, Heimstreet, Pardee, Schulz, and others. The bill has passed the lower house of the legislature, however, and there is considerable danger of its experiencing a similar success in the senate, despite the vigorous and continued opposition of the N. A. R. D. representatives.

* * *

ANTITOXIN AND THE U. S. P. Announcement was made in the Philadelphia papers last month that a meeting had been held of the special committee on antitoxins appointed some time ago by the General Committee of Revision of the U. S. P. to consider the question of introducing antidiphtheritic serum into the Pharmacopœia. Every member of the committee was reported as being desirous that the substance be recognized, but

there was much difference of opinion as to a standard of quality and the means of determining that standard. The German Pharmacopœia directs that products be examined at a central governmental station at Königlich and there given the certification of excellence, but the distances in the United States are so great that this method is at once rendered impracticable. Nothing definite was apparently done at the meeting, and it is stated that another conference will be held during the next month or two.

* * *

COD-LIVER OIL ON A DIZZY HEIGHT! The cod-liver oil situation is weekly growing more urgent. Not long ago it was predicted that Norwegian oil would go to $75 a barrel. This was a sufficiently startling prediction, considering that the highest price charged last year in March was but $24; but at this writing it is thought that the price will even reach $120! Even this may not be the limit. The fact of it is, there is very little oil here—not over 200 barrels at the most. Stocks in London are also very light, and it would appear from advices from Norway that there is almost nothing there. The season's fishing has been the poorest ever known. Up to the middle of last month not more than forty-five barrels of new Lofoten oil had been produced. Under the circumstances there is bound to be a great scarcity of the oil, and there is also bound to be very high prices. Doubtless, too, a good deal of sophistication and adulteration will be indulged in.

* * *

THE CLERKS AND SHORTER HOURS. Much shorter-hour activity was manifested by the clerks of various cities and States last month. The Minneapolis boys had succeeded in getting a seventy-hour bill introduced into the legislature, but it was reported for "indefinite postponement" by a committee of the lower house. In Paterson, N. J., where a clerks' association was formed a month or two ago, the proprietors seem indisposed to grant the clerks' demands for shorter hours. In Waterbury, Ct., the association is preparing to submit an agreement for the approval of the proprietors, while the clerks of Haverhill, Mass., are asking for a week of seventy hours, an afternoon off duty each week, two weeks' vacation each year without loss of salary, a limit of six hours' work on Sundays, and a Sunday closing hour not later than nine o'clock. In Oakland, Cal., uncommon success has been realized. All the large stores now close at nine o'clock every evening except Saturdays.

THE CLERKS AND THE BOARDS. As a result of their agitation for representation on the boards of pharmacy the clerks of three or four States have now carried their point. Their complete success in California and Colorado, and their partial success in Illinois, have been referred to in previous issues of the BULLETIN; and we may now report that the clerks' association of Washington, D. C., has secured the appointment of its secretary, F. T. Hafelfinger, on the District Board of Pharmacy. * * While speaking of the clerks one or two items of interest may be mentioned. The Retail Drug Clerks' Association of Louisiana, organized a year and a half ago, was incorporated last month. The enrolment is 125 active members and 12 honorary members. In Philadelphia there is a great scarcity of clerks, and salaries are reported to have gone up 25 per cent!

* * *

ANOTHER SENSATION. Greater New York always can be depended upon to have something exciting going on in pharmaceutical circles. Last month the excitement was furnished by a letter published in the *New York Times* over the signature of William J. Robinson, editor of the newly founded *Pharmaceutical Critic and Guide*. Mr. Robinson charged the New York and the Brooklyn colleges of pharmacy with having no entrance requirements, and with permitting all sorts of students to pass the final examinations. These charges were vigorously refuted by both colleges: the newspapers, as usual, took a hand in the controversy; and a good deal of energetic language was indulged in. Dr. Chandler, the dignified and able president of the New York College, found it necessary to declare Mr. Robinson's charges unfounded in fact.

* * *

DRUGS AND POLITICS. Last month one of the editors of the BULLETIN left his desk for an hour or two to attend a political convention. Lest the readers of the journal be somewhat alarmed, however, let us hasten to say that the object was a very harmless one—that of seeing and hearing William J. Bryan, who, it was announced, would attend the convention and make a speech. The hall was reached just as the newly-chosen chairman of the convention took the gavel in hand; and what was our surprise to see that he was a prominent Michigan druggist! It was Mr. Stanley E. Parkhill, of Owosso. It was with a great deal of interest that we listened to Mr. Parkhill's speech,

and we were naturally delighted to see a druggist acquit himself as creditably as Mr. Parkhill did. Perhaps we will have a druggist in Michigan's gubernatorial chair some day. Who knows?

* * *

TWO DEATHS.

Last month witnessed the death of two men prominent in the drug trade—Mr. Mahlon K. Smith and Andrew B. Rogers. Mr. Smith was widely known as president of the Smith, Kline & French Co., of Philadelphia, one of the largest jobbing houses in the country. He had been engaged in the wholesale drug trade during his entire business life, and was a man of the strictest integrity and the soundest judgment. Mr. Rogers was a member of the prominent firm of Rogers & Pyatt, of New York City. For a number of years this house was one of the best known firms engaged in the drug brokerage business in New York. Later on the brokerage business was sold, and since then the firm has built up one of the largest and most successful houses in the country engaged in the manufacture of shellac and varnish.

* * *

EXCISE TROUBLES IN NEW YORK.

The druggists of New York State are having trouble again this year over the excise question. Under the operation of the Raines law in that State druggists are permitted to sell liquor upon physicians' prescriptions for the small tax of $5 a year. The excise commissioner of the State repeats the charges made last year that this privilege is abused, and he wishes the legislature to pass a bill providing for a maximum rate of $100 in New York and a minimum rate of $10 in towns having a population of less than 1200. Such a measure has been introduced, and the druggists are, naturally enough, arraying themselves in strong opposition to it.

* * *

P., D. & CO. INCREASES ITS CAPITALIZATION.

An important step was decided upon March 31 by the stockholders of Parke, Davis & Co. The capital stock had previously consisted of 64,000 shares. The par value of each share was $25, and the total capitalization was therefore $1,600,000. A surplus of $2,453,571.80 had gradually accumulated, however, and so it was decided to issue a stock dividend of 100 per cent—that is, another 64,000 shares. In addition, each stockholder will be given the privilege of buying at par a number of shares which shall not exceed one-quarter of his holding after the stock dividend is declared. This issue of new stock will place $800,000 at the disposal of the house, a sum which will entirely cover the construction of extensive buildings now under way in Detroit, and will likewise wipe out every dollar of existing indebtedness. Altogether the capital stock will now comprise 160,000 shares, of a par value each of $25.

* * *

The druggists of Greater New York are up in arms because they are no longer permitted to sell benzine. The recent fire regulations, growing out of the Tarrant explosion of two or three years since, provide that benzine and similar inflammable substances shall be sold only in paint shops. Strong efforts are being made to correct this condition of things.

* * *

The Philadelphia Association of Retail Druggists have now adopted the scheme which has been followed in Chicago with such brilliant success—that is, the formation of district associations for the more perfect control and management of local affairs. This all makes a more cohesive organization, and a better working one.

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Last month one of the district associations of Chicago—the "fourth auxiliary" body—entertained the physicians of the section at a "conference banquet." After the good things for the inner man had been disposed of, subjects of mutual interest were liberally discussed.

* * *

Good! A number of Baltimore pharmacists have formed a "Pharmaceutical Journal Club" for the purpose of discussing such current matters as are found treated of from month to month in the pharmaceutical press.

* * *

Dr. Henry M. Whelpley, last year's president of the A. Ph. A., has been elected secretary of the Council to succeed the late George W. Kennedy.

* * *

San Francisco has recently passed an ordinance forbidding the promiscuous distribution of samples of patent medicines on door-steps and in yards.

* * *

W. Nelson Stem, actuary of the Philadelphia College of Pharmacy, died suddenly last month while at work in the library of the college.

PHARMACY IN A LARGE HOSPITAL.

The Way it is Practiced in the German Hospital of Philadelphia—The Well-equipped Quarters of the Pharmacists—One Hundred Prescriptions Dispensed in an Hour—Much Scientific and Professional Work Done—Pharmacy Amid Ideal Conditions.

By M. I. WILBERT,
Chief Apothecary at the Hospital.

While the German Hospital of the city of Philadelphia cannot be counted among the oldest of the many charitable institutions to be found in the city of brotherly love, it nevertheless has for a number of years held an enviable reputation as a pioneer among institutions of its class for the volume, the excellence, and the scientific character of the work

General view of the German Hospital.

done in its several departments. To illustrate the demands made on the drug department in this institution, it may be well to mention that the German Hospital has a capacity of 225 beds, and that during the year 1901 no less than 4034 patients were treated in the various wards. The institution also has a dispensary, or out-patient department, which for the same period reported 52,420 patients or visits of patients.

THE DRUG DEPARTMENT.

The drug department occupies one-half of the basement floor of main hospital building, seen in one of the illustrations, the remaining portion of the same floor being occupied by the general waiting-room and the consultation-rooms of the out-patient or dispensary department. The quarters allotted to the drug department consist of a suite of six rooms, composed of

1. A dispensing-room. This opens on the general waiting-room, and has a dispensing window at which the patients from the out-patient department present their prescriptions. All of these prescriptions are compounded here, and during the busy hours of the day it is not an uncommon occurrence to have from fifty to one hundred prescriptions presented in a single hour.

2. The laboratory. This adjoins the dispensing-room, and is fully equipped for the manufacture of all galenical preparations, such as pills, suppositories, tinctures, fluid extracts, mixtures, and elixirs, as well as the numerous special preparations used in the several departments of the institution. Provision is also made for carrying out the various tests for identity and purity prescribed by the Pharmacopœia, or for doing such other investigation or work as the necessary routine duties will permit.

3. A storeroom. This is for galenical preparations and crude drugs; it adjoins the laboratory, and

Main entrance to the Hospital.

is used exclusively for storing the extra supplies of preparations and such of the crude drugs as are carried in stock.

4. The cellar-room. This is a large room under the main entrance to the hospital, and is used for storing heavy chemicals, fixed and volatile oils, and much of the surplus stock of glassware.

5. Water-room. This is a large room on the opposite side of a passageway from the dispensing-room. It contains a specially constructed condenser for the production of chemically-pure water, a number of glass carboys mounted on trucks for storing

The Drug Department: A corner of the Dispensing Room, showing a patient waiting outside the window.

and conveying the condensed water, and also a modern carbonating apparatus for aerating and bottling the artificial mineral waters used in the institution.

6. Bottle-room. This adjoins the water-room but does not communicate with it. It is used to store bottles, boxes, cans, and the numerous other things

The Drug Deparment: A corner of the Laboratory, showing other rooms of the department in the distance.

that are not constantly in use, and for which a clean, dry, dust-proof storeroom is desirable. With the adjoining rooms and on one floor, it will readily be seen how a considerable amount of work may be accomplished by a comparatively small force of assistants.

HOW THE DISPENSING IS DONE.

The hours of hospital work are comparatively short—from 8 in the morning to 6 in the evening. In this particular we are at an advantage over the retail druggist. The routine work is accomplished by two graduates in pharmacy, one of the deaconesses, who takes the place of a junior clerk, and one assistant. The hospital wants are supplied regularly three times a day. At 8 and 11 in the morning, and at 4.30 in the afternoon, the assistant makes the complete rounds of all the ward medicine closets and collects such empty bottles as are intended for renewal, and any prescriptions that have been put on file by the resident physician in charge of the ward. The collected bottles are refilled and the new prescriptions compounded in the drug department, and

The Drug Department: A corner of the storeroom.

are then again distributed to the several floors. For emergency wants, the sister or deaconess in charge of the ward sends the prescription to the drug department, where it is immediately compounded and returned by the messenger.

The prescriptions for the out-patient department are compounded as they are presented at the dispensing window. This work is of course variable in amount. One day may be heavy, while the next may be correspondingly light. The dispensary hours are usually from ten in the morning to four in the afternoon. This particular part of the work is under the direct supervision of Mr. John K. Thum, a graduate of the Philadelphia College of Pharmacy and an able and rapid dispenser.

As noted above, it is not an uncommon occurrence to have from fifty to a hundred prescriptions in a single hour. This, with only one or at most two available assistants, necessitates systematic as well

as rapid work. The total number of prescriptions dispensed during 1901 was 69,271, which was not far from an average of 200 for each day in the year.

LABORATORY WORK.

In addition to the compounding of prescriptions, the laboratory work plays a not inconsiderable part in the routine duties of our department, and usually furnishes a variety of work with which to fill in the odd moments of spare time. While it is true that galenical preparations, when systematically made, require comparatively little continued attention, they do require repeated looking after, to say nothing of the imperative necessity of starting them right. The aim in our laboratory has always been to devise schemes or methods by means of which the routine work could be simplified so that a preparation in the making may be allowed to take care of itself. In this we have been fairly successful, in many instances being able to get better preparations with less work and less likelihood of a mishap.

Bacteriological Laboratory in the Pathological Institute.

Just to illustrate we may say that all of our syrups are made by cold percolation, it having been found that with proper care in starting a batch of syrup a better product may be obtained in this way with absolutely no risk of spoiling in the making, such as slight caramelization, for instance, if the operator happens to be momentarily called away, or forgets to keep the liquid stirred. Fluid extracts are made by repercolation, while in the place of pills we use compressed tablets that receive only sufficient pressure to insure their sticking together. These tablets would not, of course, stand a trip twice around the world without losing their gloss or their sharp edges.

Some idea of the amount of laboratory work that is done in the German Hospital drug department may be had when it is said that during the year 1901 there were made upwards of a quarter of a million pills, 351 kilos of soft soap, 451 kilos of ointments,

A ward in the Hospital.

and more than 3000 liters of liquid preparations, such as tinctures, elixirs, fluid extracts, and emulsions. Apart from the actual money saving we have the satisfaction of knowing exactly the quality and kind of drug that enters into the making of every preparation used.

SCIENTIFIC PHARMACY.

A not unimportant part of the work done in the

A view in the Garden.

drug department is the making of solutions and reagents for use in the different laboratories connected with the institution. This hospital has for many years been well supplied with laboratory facilities. At the present time, in addition to the *x*-ray

laboratory, which is in the hospital proper, it has, in a separate, three-story, brown-stone building, known as the pathological institute, extensive and elaborate facilities for making the necessary chemical, microscopical, or bacteriological examinations or systematic scientific investigations.

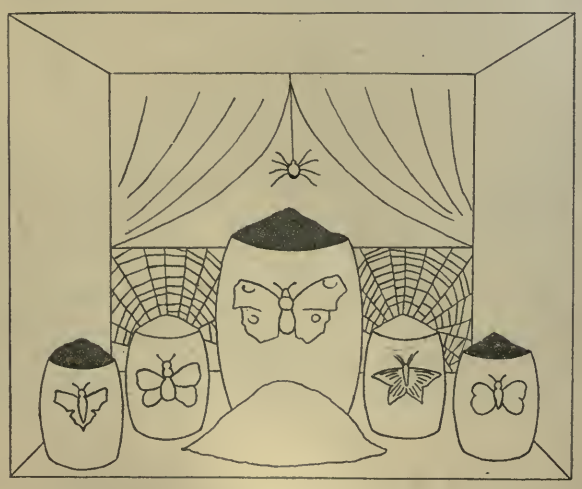
It may be said that an institution of this kind is a self-contained entity of its own, which has little directly in common with the rest of the world about it, but is of course influenced by, and in turn influences the thought and doings of, the community of which it forms a part. From the point of view of a pharmacist an institution of this kind offers advantages not found outside. These advantages are numerous and varied. Not the least among them, however, is the satisfaction of being able to devote one's whole time to the practice of pharmacy with all that the word implies. There are here none of the hampering surroundings so often found in the retail store. There is no directory to look up addresses in, no postage-stamps to sell, no telephone to answer; there are no patent medicines, and there is no likelihood of being accused of substitution by the manufacturer of a doubtful proprietary mixture.

A PHARMACEUTICAL HAVEN OF REST.

Instead, there is usually ample time or opportunity to do laboratory work or to devise ways and means for making a better and more efficient preparation, or of manufacturing a given preparation more easily or more economically. Then, in addition to all this, there is the added opportunity of finding out directly whether or not the resulting preparations are more efficient or more satisfactory than the ones they are intended to displace. For a young pharmacist with an investigating turn of mind no surroundings could be more congenial or more promising than those furnished by a large general hospital. From the point of view of those connected with this institution it would appear of course difficult to find a hospital that offers quite the opportunities or facilities that are to be found in the German Hospital of Philadelphia.

A MOTH-CAMPHOR DISPLAY.

This sketch shows a window presentation of tar camphor—balls and flake, pertinent to this season of the year. It is contributed by Joseph Hostelley, of Collingdale, Pa. The window floor is carpeted with



blue cheese-cloth; an empty barrel, enveloped in the same material, is stood on end in the window center, well in the background, and tar balls are heaped on its top (really the bottom) to represent a full barrel of moth balls. Two small kegs are arranged on both sides of this. Flake camphor is put upon the top of those nearest the barrel, while the moth balls are heaped on the end kegs. The first keg to the right of the barrel and the one first to the left are covered with pink cheese-cloth, while the end kegs wear a cloak of blue. An artificial paper moth or butterfly has alighted on the face of each container; the blue-winged insects, seeking color contrast to show off their charms, cling to the kegs of pink, while those of pink or yellow wings have flown to the kegs of blue.

Just in front of the barrel a pile of flake camphor is seen on the floor of the window. As a background, sheets of white paper have been pasted to a frame about 3 feet high spanning the window. On this paper, to the right and to the left of the barrel, a cobweb has been traced in black crayon. An artificial black spider hangs from a white thread between the draped curtains of blue cheese-cloth. An appropriate placard for this exhibit might read: "MOTH CAMPHOR TO PROTECT THE WINTER FURS AND FEATHERS."

A VENEZUELAN PHARMACY.—This illustration shows one of the leading apothecary shops in Venezuela, the country which has recently been the theater of such dramatic interest. This pharmacy is the property of José S. Carbonell, and is situated at Carupano. Carupano, it is interesting to know, is on the northern coast of the country, and is not more than two or three hundred miles from Caracas, the seat of the recent international disturbances and the capital of Venezuela. The store is an example of the Spanish type, and is quite different from those with which the pharmacists of the United States are familiar.

AROUND THE CAMP-FIRE.

Bulletin Readers Continue to Regale One Another with Interesting Anecdotes—The Man with an Undue Fondness for Brandy—Another Man who Wanted Strychnine to Feed the Dogs—The Laughable Plight of an Irishman who Failed to Read the Label.

[NOTE BY THE EDITORS.—We are able to lay before our readers this month three uncommonly good and interesting camp-fire tales—two of them amusing and one tragic. Our thanks go out to the writers for their interest and kindness in helping to keep up what has come to be so popular a feature of the BULLETIN; and we would express the hope that their example may stimulate others of our readers to send us accounts of the incidents which have befallen them in their lives behind the counter. There is not a pharmacist but could tell a number of such stories if he would. Why not sit down and write a brief account of one or two for the pleasure of your fellow druggists?]

A DOCTORED-BRANDY STORY.

This is contributed by Chas. A. Cutler, M.D., proprietor of the Fairmount Pharmacy in San Francisco:

I suppose the greater number of the readers of the BULLETIN enjoy the "Camp-fire" stories as much as I do. They must recall incidents in the lives of many who have spent years in the business of dispensing drugs, and who can congratulate themselves on their very narrow escapes from what might easily have been very serious accidents. I recall one experience that came near ending very seriously to at least two persons, myself being one of them.

Something near a half century ago I took my first lessons in pharmacy in a Hoosier town on the Ohio river. The proprietor was a physician with a large practice. In the store he had a bottle of fine brandy which was reserved for his especial use. When he came in from an exhausting professional day's work he was accustomed to take a small glass of the liquor, but never indulged to any extent. I had observed that this bottle had to be filled quite often, but thought little of it, thinking, in fact, that the doctor was taking a little more than usual, until one day he said to me:

"George, my bottle of brandy seems to disappear quite rapidly. Do you dispose of it?"

Now it seemed to me that this was intended as a reflection on myself, and I vehemently protested, asserting my innocence.

"Well, I want the matter looked into," said he, and I promised him that it should be investigated. A few days afterwards I told him that I believed that I was in a fair way to solve the mystery. I said I had "doctored" the brandy, and asked him not to touch it for the present.

The Asiatic cholera was then raging in that section of the country, people were greatly frightened, and many were fleeing from the disease. We had no cases in our own family, but all of us kept closely in the house, except the doctor, who worked night and day. A brother of the doctor's wife whom we called "Rube," a brilliant young man, but a hard drinker, had some time before been compelled to leave his sister's home on account of his drinking, and had taken rooms down town. Rube was a general favorite, and every effort had been made to cure him of his unfortunate habit, but in vain. One day soon afterwards the doctor came into the store with consternation written on his face, saying that "Reuben has the cholera in its worst form, and I dread to tell my wife."

"Don't tell her, doctor," said I, "until I go down and see him, and then I will tell her myself."

He gave me an interrogative look, as much as to say: "What do you mean," but promised to say nothing.

I hastened down to the hotel where Rube was stopping, and on being shown to his room found him in a collapsed state. He was vomiting and purging, and was apparently in the last stages of the disease. But I noticed one thing which, in his excitement, had escaped the doctor's attention. This was the nature of the discharges. There was an absence of that rice-water characteristic peculiar to cholera. I had seen a number of cases, and this fact flashed upon me in a moment. I wondered that the doctor had not noticed it.

I spoke to Rube, but he paid no attention to my presence, lying with his eyes rolled up, breathing hard, and almost pulseless—apparently dying indeed.

"Speak to me, Rube," I said, "How do you feel." He paid no attention to what I said, not even looking at me.

"You must stop this foolishness," I cried. "You have no cholera any more than I have. You will be all right as soon as this vomiting is over."

At this he opened his eyes and looked at me.

"I mean just what I say," I repeated. "You think you have the cholera, but you have nothing of the kind. The fact is, the doctor has been missing his brandy, and I set a trap for the guilty party. I doctored the brandy with ipecac; you drank it, and that's what's the matter with you, not cholera! When you get over your scare you will be all right."

I doubt if a cholera patient ever recovered faster than this one; and when I related the affair to the doctor we had a hearty laugh over it. But the best of it all was that it *cured* Rube of the whiskey habit and made a man of him; and the family always felt grateful to me for saving him.

A SUICIDE CASE.

A. E. Sager, of Newburgh, Ontario, tells how he had a scare during his apprenticeship days;

For months past it has been with unusual interest that I have awaited each issue of the BULLETIN OF PHARMACY, and especially the Camp-fire series therein contained. It was with disappointment that I noted the absence of this department in a recent number, and I herewith enclose a little apprenticeship experience of mine which I trust will add fuel to the camp-fire flames. It would indeed be disappointing should this series terminate from lack of fuel, as I consider it one of the most interesting features of the BULLETIN.

The store was situated in a small town in Ontario where a thriving little trade was carried on, and, being the only drug store in the place, had no opposition close at hand. A customer came in one day and asked for four grains of strychnine, which he said was for a friend of his who had two dogs that insisted on barking and keeping him awake nights. The man was well known throughout the village; he was fully trustworthy; he gave us to understand that he was acquainted thoroughly with the nature of strychnine, and so we did not insist upon the usual poison-selling regulations.

I tried to induce him to use prussic acid, this being a more speedy and satisfactory poison for dogs, but after a short conversation he said, quietly: "I think I had better get what was requested." I then told him that I would give him ten grains, five for each dog, that being a quantity which would make their doom more certain and also complete the five cents' worth. To this he consented. I put up the drug, he paid the price, and the bargain was closed.

Along toward evening I heard a telephone message go through our central office from a neighboring village, bidding the doctor come at once to see a very sick patient. I did not surmise anything out of the ordinary run of affairs. It was fully half an hour before the doctor was able to attend the case. As he told us afterwards, on entering he found a man in violent convulsions and at once saw that it was a case of strychnine poisoning. He began administering heavy doses of chloral and applying the usual methods in such cases. After working constantly for nearly twelve hours the doctor was able to leave the patient with some hope of recovery.

Of this, however, I knew nothing on the afternoon of the event. After I had been in the store a short time the next morning, who should come in but the doctor, looking rather sleepy. His first words to me were:

"Did you sell a man some strychnine yesterday?"

I might say just here that it would be hard to describe my feelings at that moment. The whole affair flashed before my mind like lightning—first the sale of the strychnine, then the message over the 'phone soon afterwards. With trembling legs and hesitating voice I acknowledged the sale. I felt greatly relieved, however, when he told me that he had succeeded in saving the man's life. It was a miraculous escape. Just how ten grains of strychnine was taken by that man, and how, after such delay, he finally lived, is still a puzzle to the medical circle who hold the secret. As things turned out, you may believe that I was greatly rejoiced to think that I had given the man the strychnine and had not used my influence further in favor of the prussic acid!

THE IRISHMAN AND THE WHISKEY.

Vincent Benedict, of Grand Rapids, Michigan, is responsible for this story, and a good one it is:

I have been very much interested in your "Camp-fire" stories, and as the fire seems to be sinking lower, I take the liberty of contributing the following as fresh fuel, hoping that others will do likewise:

The young Irishman upon whom I was waiting had called for senna leaves. As I applied the label he made the remark which we have all heard so often, to the effect that it was useless to label the article; he "knew what it was," and, besides, "it wasn't poison." Waiving the question of poison, I replied that labeling a package established the identity of its contents, no matter where, when, or by whom it might be found. "Howly smoke," he blurted out reminiscently, evidently reminded of something

by my remark, "I *did* come near pizenin' meself wanst. Ye see, whin I kem over from th' ould counthree, I went to live wid me married brother. Wan Christmas night some wan gev him a fine large bottle o' whushkey. Shure, we had a fine supper that night!

"I woke up in the middle of th' night, an' me throat was so dry it stuck together inside. So I got out of me bed, quiet-like; I had seen him put th' bottle on the shelf, so I knowed where it wuz. I got out of me bed and found it, and I tuk three good shwallows befoor I found out that it didn't have th' taste, nor the smell either, of the whushkey. I didn't know what it wuz, and I was scared almost stiff.

"Well, I got back to bed, and sweat! Oh, Lord, how I did sweat! I sweat till th' bed was all wet, but I had sinse enough not to holler to me brother. If I told him I was dyin' of th' wrong stuff, I knew he wouldn't do nuthin' but laugh at me. So I lay still and afther a while I quit sweatin', and I didn't have no pain nor anything.

"When I woke up again, it was light. I felt kind o' shaky, but I got up, an' looked, an' Howly Saint Pathrick! it was bluin' I'd been drinkin', and the inside of me mouth was all blue. Will bluin' poison a man, do ye know?

"But sure, I niver towld annyone at all, so nobody ever knew it. Yis, an me wather was blue fer two days!"

"A BABY DEPARTMENT."

This is What an English Pharmacist Advises His American Brethren to Undertake—His Explanation is Full of Interest and Conviction.

By G. MORREY,
Pharmaceutical Chemist of Market Drayton, England.

On reading the BULLETIN OF PHARMACY through since I have been a subscriber, I cannot help noticing how conspicuous by their absence are references to the requirements of babies; I mean those profitable little necessaries which are usually supplied by pharmacists. I presume there are babies in the United States, pretty much in the same proportion to the population as in England; anyhow they seem to be pretty thick in this district. I wish to describe how easy it is to work up a good business in this very lucrative department. A large population is not necessary to work upon; smaller towns have the advantage that your personality counts for more.

If one may judge from this and the other picture of Mr. Morrey's three children, it is no cause for surprise that his "baby department" has thriven so remarkably!

In the first place I wish to state that I am married. Secondly, that I have three children—strong, healthy boys, as the accompanying pictures may prove. Thirdly, that I always deeply impress the latter fact upon any of my customers whom I know have, or are likely to have, young families. By so doing they know that I must have had some very practical experience with the many little ailments of children, and consequently when baby is cross or unwell, they naturally come to me for advice, in preference to my brothers of the pestle, who may not have had such homely experience of babies, or may not even be married.

The specialties I particularly push are infants' food, cooling or teething powders, and soothing syrup or gripe mixture. The plan I adopt is to keep, ready put up, one-ounce free samples of infants' food, wrapped neatly in tinfoil paper, and having an attractive label describing the product and giving directions for preparing it for the baby. Also tied

around it is a small pamphlet giving a few testimonials that I have received, and the price (*i.e.*, 1 shilling per 1-lb. tin, or 11 pence per lb. loose in paper). It is surprising how greatly customers appreciate having the food in a paper, which saves them 1 penny on each pound. Whenever a customer comes into my pharmacy for a feeding bottle, a baby soother, a teething powder, or any other baby requi-

Mr. Morrey's three children again, at a somewhat later period.

site, I encourage her to talk about the baby, perhaps drop a judicious compliment on the intelligence of the child (should it be present), inquire if infants' food is used for it, show a good photograph of my own three children (all reared entirely on the food), and ask as a personal favor the acceptance and trial of a free sample.

Invariably when the sample is tried a customer is secured. And each customer gained (if gained when the baby is one or two months old) means about one pound of food a week for 18 months or so, to say nothing of the other things obtained meanwhile, such as teething powders, soothing syrups, fluid magnesia, etc., etc., all of which are especially prepared to be used with the food should occasion arise. Again, if the food suits one baby, the mother has it for the next, should she be so fortunate (or unfortunate) as to have another. In this manner I have, during the last four years, supplied families who have used it for two, or in several cases even three or four children in succession, this meaning that for three or four years they have had about 50 pounds of food per annum. I do not stint the samples, but give them freely, as they cost little, and if thereby a customer is secured much is gained. Moreover, I advertise the product at three pounds, post free, to any part of Great Britain for three shillings. Through giving samples to casual visitors to my town I have thus secured many good mail-order customers in other counties.

As for the product itself, I may say that a malted food suits best. This can be bought in bulk, ready prepared, at a low price, enabling it to be sold with a large profit and still with good value to the consumer.

I have a mechanical figure of three happy babies wagging their heads and winking their eyes. This I use for a window display, surrounded by dummy tins of food, and little heaps of free samples.

Finally, let me say that I derive sufficient income from this proprietary to more than pay my rent!

This is *not* a picture of one of Mr. Morrey's three babies. It shows one of the two children of an American pharmacist, and is presented here by the editors for the purpose of showing Mr. Morrey that, despite President Roosevelt's recent unofficial proclamation regarding children in general, there is at least one pharmacist on this side the ocean in position to undertake the development of a baby department. That another American pharmacist is even better prepared will be seen from the picture elsewhere in this issue entitled "Not Guilty!"

MORAL: If you are not married and find business is slack, seek out a wife and have a small, healthy family, not too large—say three in number. Cultivate a baby department and you will soon find trade brisk!

THREE SPRING WINDOWS.

Attractive Designs for the Exploitation of a Cough Syrup, a Spring Tonic, and Camphor Ice—The Same Accessories Used in Every Case, with Economy of Time and Trouble.

By JOSEPH HOSTELLEY.

FOR A ROCK CANDY COUGH SYRUP.

One might proceed to invite attention to a rock-candy medicinal syrup for spring colds in this wise: Carpet the window floor thick with moss or green excelsior, and in the center erect a mound of clean, irregular building stone. Wherever a ledge or crevice will offer a resting place, introduce large and small crystal-sticks of white and brown rock candy. Make disposition of several pounds in this way. The candy is always in more or less demand and there is no danger of it becoming stock for a frequent inventory. Over in the corner of the window, to the right, rests a small, deep pan of water. Completely hide the metal of the pan with moss and small stones to simulate a woodland spring. Rest a tin drinking cup on the moss nearby and distribute pieces of candy among the stones. Occupy the corner of the window to the left by a semicircular pile of the rock-candy syrup. Lay a few bottles of the remedy on the mossy turf at the base of the crystal-covered cone of rocks. A green cheese-cloth curtain might be used for a background. Over the display swing a round placard reading:

ROCK CANDY
medicinal syrup
for the coughs and colds
of
SPRING.

The wording and lettering is thus so arranged that the observer is attracted by very bold characters that read: "ROCK CANDY, SPRING."

FOR A SPRING TONIC.

Some of the same material used in the preceding exhibit can be applied to the purpose of advertising a spring tonic. First rest a large, deep reservoir of water on a wooden box in the center of the window, at such a height as to allow an onlooker to just see the surface of the water. Cover the floor of the window with moss, then pile the stones of the former trim about the box and the vessel of water to cover completely the crude deception, fitting moss into the crevices and putting a touch of nature here and there, until the artist might justifiably say: "This is molded in the semblance of a spring." To the extreme left and right, in the background, set a box about three feet high, lay a board across these boxes that will completely span the window space, and tack to the forward edge of the board a strip of white muslin, three feet in width and as long as the window is wide—just the length of the board. Have this strip of cloth prepared in simulation of a stone wall by sketching the stonework with black crayon.

Along the top of the wall set a long row of your spring tonic, behind which draw up a second line of the same, elevated a few inches above the first by means of soap boxes or something of the kind. If you have accommodation on the wall for a third row, introduce it by all means. Make a brave showing. Rest a number of bottles against the sloping sides of the spring, and erect a pile of it over in the corner to the left. In the opposite corner arrange a small market basket to look as though it had been overtipped after some herb gatherer had filled it with a heterogeneous collection of roots and barks. Along the face of the mimic wall train an artificial ivy vine, and have some potted plants bedded in moss near the coping of the spring. Fasten a tin drinking-cup at the end of a long and slender chain and place it appropriately by the water's edge. Over the trim hang a neat placard in this vein: "SPRING TONIC to tone up the system. Price 60 cents per bottle." Blue or green curtains might be hung to form a fitting background.

CAMPHOR ICE DISPLAYED.

The entire phase of the display just described can be quickly and easily altered to advertise aptly a totally dissimilar article, without any material change in the mechanical construction of the trim. Let the window attendant apply a thin coating of white varnish to the stones forming the centerpiece—the spring—and sprinkle diamond dust over them while the paint is wet. Then lay a thin frame of boards over the surface of the water in the spring, hiding the edges with moss, and, with a layer of diamond dust, effect the suggestion of a frozen pool. A mirror would do this to perfection. Sprinkle some

of the sparkling powder over the moss which carpets the window and peeps from the crevices of the rocks. On the little shelves of rock which jut from the stony mound, rest numerous packages of camphor ice and fashion a pyramid of the same in the corner where the cough syrup rested in display number one. Replace the bottles on the top of the wall by packages of the emollient, and put the same into the basket that held the roots in the second display. Brush a little white varnish over the face of the wall in places and apply a coating of diamond dust; sprinkle some of the same on the ivy leaves. Deposit a few of the little parcels of "ice" in the vacant spaces that seem to need filling. To the green curtain in the background attach some of those little round spangles that scintillate so effectively in the gaslight. A long strip of white paper might be torn along the edge into the representation of an irregular row of great icicles, coated with diamond dust over a film of varnish, and stretched across the window near the top, the icicles apparently hanging pendent from the upper frame. A placard over the trim might say: "CAMPHOR ICE. RELIEVES THE SKIN OF THE BLEMISHES OF WINTER."

THE INTERPRETATION OF PRESCRIPTIONS.

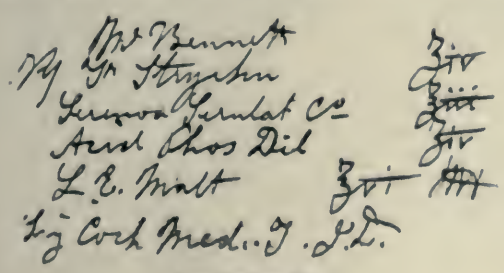
More or Less Difficult Specimens Presented and Interestingly Discussed—Reproduction of Actual Prescriptions Received in the Pharmacy—An Exceedingly Valuable and Somewhat Novel Series of Articles.

By J. T. PEPPER,

Pharmacist at Woodstock, Ontario, and Examiner in Materia Medica and Prescriptions at the Ontario College of Pharmacy.

(*Continued from page 109 of the March* BULLETIN.)

There is nothing very difficult to read in prescription No. 6, though it does seem to be somewhat different from those usually met with. The first article required is tincture of strychnine. Just here is where the possibility of a mistake might occur. Some might think that the physician intended to



Prescription No. 6.

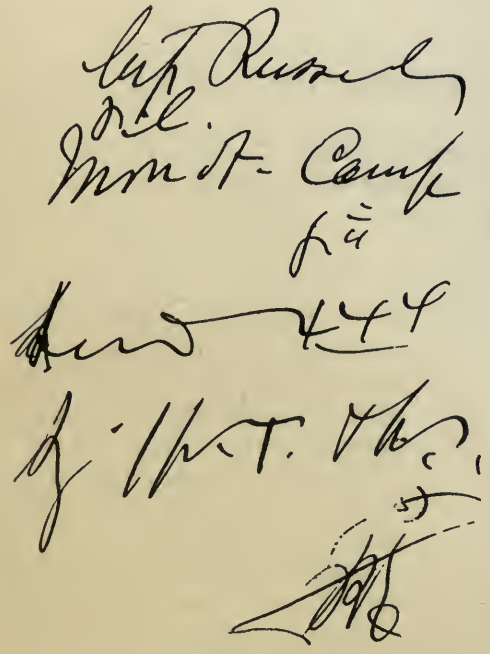
prescribe the "Liquor," thoughtlessly writing down "Tr." instead, which is the usual abbreviation for the word "tincture." If the dispenser would calculate the dose, however, he would think it a dangerous one for the liquor, for it would be ten minims, whereas the B. P. dose of liquor of strychnine is but two to eight minims. The tincture of strychnine is an old preparation. I find it mentioned in Parrish's "Treatise on Pharmacy," where a formula is given for it, and where the statement is made that it is "about the strength of tincture of nux vomica, for which it is sometimes substituted." The dose is here given as five to fifteen minims, so that the dose in this prescription is perfectly safe.

The second article in prescription No. 6 is some proprietary preparation, with the botanical name of the plant used instead of its more common name. The "Co." at the end of the line would indicate that the preparation is a compound of *Serenoa serrulata*—saw palmetto. "L. E. Malt" in the fourth line would seem to mean a liquid extract of malt, such as Pabst's, and not the thick syrupy extract of malt.

The directions are "Coch. med. t. i. d." for *"Cochleare medium ter in die"*—that is, "one medium spoonful three times a day." A medium spoonful is generally considered to mean two teaspoonfuls, or one dessertspoonful, so the directions would read on your label as follows: "One dessertspoonful three times a day."

To begin with, the letter "P" in the second line of prescription No. 7 would never be recognized if it stood alone. It is only on account of its association, and the fact that it is followed by the letters "il," that would make us realize it was intended for the capital "P." Having decided, however, that the first word is "Pil," we then conclude that the prescription calls for pills of one or more ingredients. In this case the pills prescribed only call for

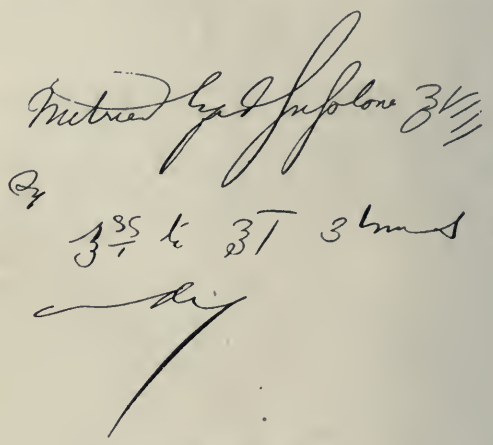
one ingredient. The capital "M" is quite distinct, but the next letter is very obscure, and does not show that it is intended for the letter "o" at all. The third letter is "n" without a doubt, and the next is an indistinct "o" again. The last looks like a well written "f" but is in reality the letter "b." Thus we have "Monob," for the complete word "Monobromated." The next word, clearly enough, is "Camp," for "Camphor." The usual word *"Mitte"* is omitted, and the word substituted looks like the plain English word "Send," although if it were in any other position than before the three



Prescription No. 7.

"xxx's" I doubt if any person could make out what it was. The sign *"Sig"* is also badly run together. The first character in the directions is the figure "1," meaning "one pill." The next letter is "p" for the Latin preposition *"post,"* meaning *"after."* The capital "T" which follows is an abbreviation for the English word "tea," meaning the evening meal. Then comes the sign "&" for "and," followed by the Latin abbreviation "hs," *"hora somni,"* meaning "at the hour of sleep." Thus you might write the directions on the label as follows: "One pill after tea and at bedtime."

Prescription No. 8 evidently calls for a proprietary preparation. The first word is meant to be "Nutritive." It is plain enough until you get to the fifth letter, "i," and after that you must supply the "tive" yourself. The second word is "liquid;" you can make out the letters "l-i-q-d," but the "u" and the "i" must be supplied in the latter part of the word. The third and last word really looks very difficult at first, but when you know what it is you wonder that you puzzled over it at all. It is "peptone." It is true that the first letter looks like the letter "s" as it is sometimes written, but nevertheless it is meant for the letter "p." The second "p" is made in exactly the same way, only not so large, and the loop of the last stroke is more plainly written. The first "e" in the word has no loop, while the second "e" is quite plain. It is apparent that

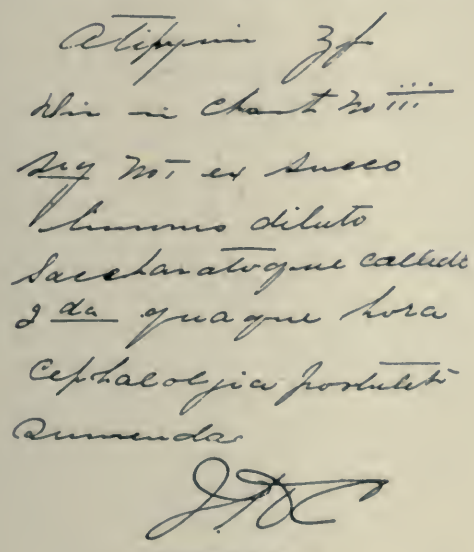


Prescription No. 8.

the physician wrote the three words of the prescription without lifting his pen from the paper. That may account in part, at least, for some of the letters not being written so plainly as they otherwise might have been. The "t" in the word "Nutritive" is crossed by a sweeping curving stroke, while the "t" in the word "peptone" has not received any attempt at a cross. Neither of the letters "i" in the words "nutritive" or "liquid" have received a dot over them, while there is a dot over the "i" in the abbreviation "Sig."

Prescription No. 9 is not hard to read, but some of the Latin words used in the directions are not often met with. The substance wanted, no doubt, was "antipyrine," although there is no letter "n" after the "a." As for the directions, "no. j" means one powder of course; "ex," which usually means "out" or "out of," must here be translated as "in;" *"succo"* is the ablative case of the noun *"succus,"* meaning "juice;" *"limonis"* is the genitive case of the noun *"limon,"* which is almost the same as our word "lemon;" *"diluto"* is an adjective in the ablative case to agree with the noun *"succo,"* and means "diluted;" *"saccharato"* is also an adjective in the

ablative case to agree with *"succo,"* and its meaning is "sweetened;" "que" is the Latin word for "and," and is sometimes joined to the end of another word as in this case, making "Saccharatoque" look like one word; *"callido"* is the ablative of the adjective *"callidus, callida, callidum,"* and is in this case to agree with *"succo."* Its meaning is "hot." Thus we have "Succo, diluto, saccharato, and callido," which in English would be translated

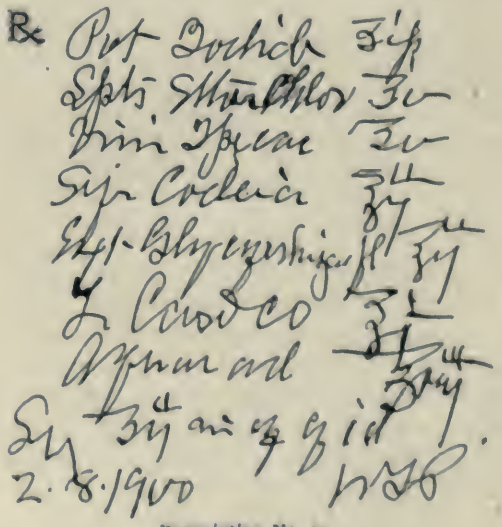


Prescription No. 9.

"juice, diluted, sweetened [and] hot," or, when placed in better arrangement: "In juice [of a lemon] diluted, sweetened, [and] hot," or, translated freely, "in the hot juice of a lemon, diluted and sweetened."

Following the directions, it may be said that "2da" is for *"secunda,"* meaning "second." Notice the correct use of the last two letters of the Latin word *"secunda,"* used in place of the last two letters of the English word "second." *"Quaque"* means "every;" *"hora"* is the Latin word for "hour;" *"cephalalgia"* is derived from two Greek words, *Κεφαλη,* "the head," and *αλγος,* "pain," so we might translate this word freely to mean "headache." We might almost guess that the word means this, from the nature of the medicine prescribed. *"Postulet"* is the verb meaning "demand" or "require," and the translation of the final word, *"sumenda,"* is "to be taken." Now that we have the meanings and relations of all these Latin words in the directions, the next thing is to frame them together into an English sentence, so that when written on the label the meaning will be clear and plain to the patient. It would not do for any ambiguity to occur here. The directions, then, are as follows: "One powder to be taken in the hot juice of a lemon, diluted and sweetened, every second hour, whenever the headache may require it."

At the first glance, prescription No. 10 looks very difficult, but after a little study and examination it is really very easily deciphered. The handwriting is certainly very peculiar. Although many of the letters are not perfectly formed, still they are easily made out. The capital "I" in "Iodide" in the first line might be taken for a capital "Q" if found in some other position; and the last letters "d" and "e" in "Iodide" might be thought at first to be the letter "b" on account of the last stroke. The second word in the second line is "ether," and it grows quite plain when you study it a little. The third line is "Vini Ipecac;" the fourth line is "Syr. Codeia;" the fifth line is "Ext. Glycyrrhizæ fl;" the sixth line is "Tr. Card. Co.;" and the last is "Aquæ ad." In the



Prescription No. 10.

directions, the abbreviation "aq.," used for *"aquæ,"* the Latin word for water, is most peculiarly made. It really looks more like the drachm sign, but still the second letter is not unlike the "q" which follows, and which stands for the Latin *"quattuor,"* only that the lower loop in the latter case is more plainly made. Then "Q. i. d." ("four times in a day") is used instead of the more frequently used "t. i. d."—*"ter in die,"* or "three times a day." The complete directions will read as follows: "Two teaspoonfuls in water four times a day."

(To be continued.)

HABITS.*

General and Pharmaceutical—Their Supreme Importance—How Bad Ones Can Be Eliminated—How Good Ones Can Be Formed—Four in Particular which Every Young Pharmacist Should Acquire—Benjamin Franklin's Interesting and Suggestive Experience with Habits.

By HARRY B. MASON, Ph.G.

I want to talk to you for three-quarters of an hour this morning on habits—pharmaceutical habits and others; and what I shall have to say will be very plain and simple. Let me first quote Mark Twain's opinion of bad habits. Some of you have perhaps heard it, but repetition will do no harm:

"Bad habits, according to Mark Twain, are very good and helpful things for a man to have," said a Philadelphia editor. "The first time I interviewed Mark I was smoking a cigarette, and I apologized for this. 'It's a bad habit, I know, sir,' I said humbly. 'Why, that's all right,' said Twain; 'I like to see young men have bad habits. I like to see them stir around and accumulate all they can. A man is like a balloon, and his bad habits are his ballast. Now, suppose he's taken suddenly down sick. He throws off some ballast—throws off, we'll say, the habit of smoking—and in a little while he's up and about again. But if he's very sick, and the throwing off of smoking doesn't bring him around, he gets rid of more ballast—gets rid, say, of the booze habit—and if even then he isn't cured he must throw off still more ballast; so that you can see easily enough what a fine thing it is for his health to have as many bad habits as possible. But if he has no bad habits and is taken sick, not being equipped with any ballast to throw off, the chances are that the unfortunate cuss will die.'"

HABIT GOVERNS NEARLY ALL OUR ACTIONS.

Twain often seasons his humor with sound sense. This he quite neglected in the present instance, and I need not say that his remarks will scarcely serve as my text. The point of view concerning habits which I desire to put before you this morning is something as follows: Habit—and by habit I mean the combined results of custom, inclination, and nature, hardened through long and constant usage into definite characteristics—habit, I repeat, is the strongest motive power in our lives. It governs our actions more than all else combined. It wields an influence far greater than resolves, opinions, or even convictions. The vast majority of the things we do spring unconsciously and inevitably from habits of mind and body. How necessary is it, then, that our habits be such that only wise acts and deeds shall flow from them! How essential it is to our success and happiness that we form habits which will lead us naturally to do the wise, the good, and the right thing!

And yet to root out bad habits is a hopeless task: this is merely negative correction, and modern psychology and sociology have shown that no individual or social evil can be cured by negative efforts alone. Merely to extirpate a desire or a habit is to leave an aching void; and an aching void will not long remain a void. It will soon become possessed of its old inhabitant. No, a bad habit cannot be cured by extirpation. If it is to be cured at all it must be by substitution—and I suppose that word substitution will have an unfortunate impression upon you. And yet outside of pharmacy it bears a dignified reputation, and is the only word which will here serve my purpose. A good habit must be substituted for the corresponding bad habit, and must be made to succeed it as a good government succeeds a corrupt and inefficient one. To resolve that you will *not* do this or that thing—that you will *not* yield to a particular habit of mind or action—is to invite failure. On the other hand, to resolve that you *will* perform such and such acts—that you *will* cultivate such and such habits—is to place yourself in the way of success. Make no resolves of what you will *not* do; resolve what you *will* do. Let your philosophy be positive, not negative. Do not try to root out a bad habit. Form a good habit in its place and let the one gradually succeed to the functions of the other.

THE FORMATION OF GOOD HABITS.

The first thought which I wish to impress upon you, then, is this: habits govern nearly all our actions. The second thought is that bad habits cannot be disposed of by extirpation—good habits must be substituted for them and made to fill their places. And now, passing to the third thought, I want to tell you that the formation of these good habits is an eminently practicable process, and that the best time to achieve their formation is in youth. The young man of twenty-one or two—and I suppose this is perhaps the average of your ages—is in his most plastic stage. His character is going through the formative period. It is being shaped and molded by education, by environment, by experience, by association. A myriad of influences are at work upon it;

*Lecture delivered by invitation before the students of the University of Michigan, Department of Pharmacy, on March 12, 1903.

each leaves its mark; each has a permanent effect for good or evil. As the years go on the clay of the artist becomes less and less plastic—influences have less and less effect. At 30 a man's character-structure begins appreciably to harden, and at 35 or 40 he becomes inherently what for the most part he will always be. The great artist, Nature, has then in a certain rough way completed her work. The figure is done, and unless some unusual and stirring experience intervenes, the years that follow will only modify, they will not essentially change, the outlines.

EVERY YOUNG MAN IS A CHARACTER ARTIST.

I dare to say that what the great majority of men make themselves to be between the ages of 15 and 35—*that* they ultimately become. The character which is to determine the future, and the accomplishments and successes of the future, is formed during this period. Habits—either good or bad—are then cultivated with comparative ease. One may do with himself as he chooses; he may mold his nature into almost any shape; and the result of his own handiwork as a character artist is a matter of tremendous importance. I must confess that I waked up to this immensely significant fact only a few years ago. Only then I began to realize that, for good or ill, I was building a character with which I should have to live on close terms during the rest of my life. This frightened me. I have since striven energetically to make up for lost time; and I have proved conclusively to my own satisfaction that to change one's habits and tastes, while perhaps it is not an easy thing to do, is yet one which will surely follow upon determined, patient, and systematic efforts.

Let me mention only one instance within my own experience. I found five or six years ago that I was reading magazines almost exclusively, and very few books. I was anxious to increase my grasp of the world's knowledge. I was ambitious to develop my faculties. And I realized that if I were to do this with any measure of success I must read more books, and important books—books of science, and biography, and literature, and history and economics. But I had to confess humiliatingly that to read books—except novels—was a grind. Magazines were always about; they were bright and interesting and well illustrated; and while a portion of my time could profitably have been spent with them, I had unthinkingly fallen into the habit of letting them consume all the time and energy which I could devote to non-pharmaceutical reading.

Well, I set determinedly about the formation of a book habit. It was hard for a while to resist the sirens of the magazine world. It was hard to dig into a profound and often difficult book. For a time it was simply substituting work for play. But slowly success came; and I have now changed my taste completely. A book is more attractive to me than a periodical. It is easier to read. I take greater pleasure in it. I have, in short, formed the book habit, and to do the thing which I deem best for my own welfare is now simply to follow inclination and to cause myself no struggle or pain whatever.

BENJAMIN FRANKLIN'S EXPERIENCE WITH HABITS.

But I do not want to be personal. Let me tell you something of Benjamin Franklin's interesting and suggestive experience with habits, and then I shall proceed to speak of four habits in particular which I have grown to believe should be acquired by every young pharmacist who desires content, happiness, and success in his profession. Of course Franklin is dead; and those of you who have perchance read Twain's "Huckleberry Finn" will recall that Huck, though much fascinated by the bible story of Peter, lost all interest when he discovered that Peter lived several centuries ago, saying with some disdain and with the air of finally dismissing the subject, that "he didn't care nothin' 'bout hearin' o' dead folks!" But, though admittedly dead, Franklin is very much alive in the hearts and annals of his countrymen. Some time I hope all of you will read his "Autobiography." It has the deep interest of a novel; it has, in addition, the great charm of a nature many-sided, quaint and reminiscent; and it is full of value and suggestion for any young man about to enter upon the race of life.

When Franklin had reached the period of young manhood he discovered (so he tells us in the "Autobiography") that he had many grievous faults—many things which held him confined in chains—which prevented him from receiving a full measure of respect and from attaining that degree of success which belonged to him. He had passions which troubled him considerably. He had a sharp tongue which caused him to indulge in sarcasm. He had a quick temper which frequently led him into trouble and cost him peace of mind. In private conversation he had a fault which we would to-day colloquially call "trying to be funny." His bump of "order" was not well developed and he wasted much time in aimless effort. He had an "insolent" and "overbearing" dogmatism, and by reason of this aroused dissent rather than assent in his auditors, regardless of the soundness of his views.

These and other faults Franklin determined to

correct. He set out to conquer "all that either natural inclination, custom or company might lead him into." As he knew, or thought he knew, what was right and what wrong, he reasoned that he might by trying always do the one and avoid the other. But he soon found, as I have tried earlier in this lecture to point out, that mere negative effort of this sort avails little. "While my care was employed in guarding against one fault," he writes, "I was often surprised by another; habit took the advantage of inattention; inclination was sometimes too strong for reason. I concluded at length," he continues, "that the mere speculative conviction that it was our interest to be completely virtuous was not sufficient to prevent our slipping, and that *the contrary habits must be broken, and good ones acquired and established, before we can have any dependence on a steady, uniform rectitude of conduct.*" In a word, before the disease can be cured, the cause must be removed.

HIS NOTE-BOOK SCHEME.

Once he had made this important discovery Franklin directly set about taking advantage of it with his usual practicality and resourcefulness. He established 13 rules or precepts for himself, covering the virtues of temperance, silence, order, resolution, frugality, industry, sincerity, justice, moderation, cleanliness, tranquillity, chastity, and humility. These 13 virtues he proposed to transform into habits, and he immediately began a systematic and quite remarkable effort to accomplish this purpose. Constant watchfulness and regular examination of himself he deemed necessary, and so he contrived a note book for the purpose of making a daily record. A specimen page of this is shown on the blackboard:

	S.	M.	T.	W.	T.	F.	S.
T.							
S.	*	*		*		*	
O.	**	*	*		*	*	*
R.			*			*	
F.		*			*		
I.			*				
S.							
J.							
M.							
C.							
T.							
C.							
H.							

The upright columns were for the days of the week, and the horizontal spaces for the different virtues, each of which was indicated by its appropriate letter. With this book before him Franklin submitted himself every night to a most searching examination. The faults which he had committed during the day were recorded with the most scrupulous honesty.

His method is stated more in detail in the following paragraph which I quote from the "Autobiography:"

> "I determined to give a week's strict attention to each of the virtues successively. Thus, in the first week, my great guard was to avoid even the least offense against Temperance, leaving the other virtues to their ordinary chance, only marking every evening the faults of the day. Thus, if in the first week I could keep my first line, marked T, clear of spots, I supposed the habit of that virtue so much strengthened, and its opposite weakened, that I might venture extending my attention to include the next, and for the following week keep both lines clear of spots. Proceeding thus to the last, I could go thro' a course complete in thirteen weeks, and four courses in a year. And like him who, having a garden to weed, does not attempt to eradicate all the bad herbs at once, which would exceed his reach and his strength, but works on one of the beds at a time, and, having accomplished the first, proceeds to a second, so I should have, I hoped, the encouraging pleasure of seeing on my pages the progress I made in virtue, by clearing successively my lines of their spots, till in the end, by a number of courses, I should be happy in viewing a clean book, after a thirteen weeks' daily examination."

WHAT GOOD HABITS DID FOR FRANKLIN.

I fancy most of us would be surprised at the black spots we should find ourselves compelled to make every night in such a book; and Franklin confesses with the quiet humor so characteristic of him that he "found himself much fuller of faults than he imagined." His scheme of order and his attempt to form the habit of humility gave him the most trouble. With respect to humility it may be said that Franklin was a learned man at a time when there were few of his kind in this country, and that he must have found it hard not to meet ignorance and stubbornness with positiveness and an attitude even (to quote him) of "overbearing dogmatism." But he learned in time to put forth his opinions modestly and persuasively, and such is human nature that his views, so offered, met with a much readier reception. "And this mode, which *I at first put on with some violence to natural inclination,*" he wrote at 80, "became at length so easy, and so habitual to me, that perhaps for these 50 years past no one has ever heard a dogmatical expression escape me."

Franklin admitted honestly, however, that "he never arrived at the perfection he had been so ambitious of attaining;" he was ready to own, indeed,

that he fell far short of it; but yet he said he was, by the endeavor, "a better and a happier man than he otherwise would have been."

"It may be well my posterity should be informed [he wrote] that to these artifices, with the blessings of God, their ancestor owed the constant felicity of his life down to his seventy-ninth year, in which this is written. To Temperance he ascribes his long-continued health and what is still left to him of a good constitution; to Industry and Frugality, the early easiness of his circumstances and acquisition of his fortune, with all that knowledge that enabled him to be a useful citizen, and obtained for him some degree of reputation among the learned; to Sincerity and Justice, the confidence of his country, and the honorable employs it conferred upon him; and to the joint influence of the whole mass of the virtues, even in the imperfect state he was able to acquire them, all that evenness of temper, and that cheerfulness in conversation, which makes his company still sought for, and agreeable even to his younger acquaintances. I hope, therefore, that some of my descendants may follow the example and reap the benefit."

THE LESSON OF FRANKLIN'S EXPERIENCE.

Now I trust I haven't wearied you by quoting and speaking of Franklin at such length. I have done so because I felt that his words and example were far more convincing and important than anything I could tell you, and because an ounce of experience is always worth considerably more than a ton of theory. As for Franklin's note-book scheme, I have not adopted it myself, nor do I know that many of you will care to do so; although I am sure that we could both do it with great profit to ourselves. My purpose in citing Franklin's experience has not been so much to recommend the adoption of his plan in detail as to bring into clear relief these truths: that we act and think for the most part as we are in the habit of acting and thinking; that merely to say we shall not act and think as we do is to put forth a negative effort which will avail little or nothing; that before any real reform can be achieved, a good habit must be painstakingly cultivated and made to fill the place occupied by the corresponding bad one; that in order to cultivate such good habits we have only to go about the task with system, energy, and determination; and, finally, that this course is one which cannot fail greatly to increase our happiness in life and yield us a much larger measure of success.

[*In the remainder of the lecture, to be printed next month, the author discusses four habits in particular "which he has grown to believe should be acquired by every young pharmacist who desires content, happiness, and success in his profession."*]

A SPONGE LILY FOR THE WINDOW.

By CHARLES A. MILLER.

The window displays of sponges are usually very conventional, or confined to the "sponge man," and a real novelty, combined with an artistic attraction, should interest readers of the BULLETIN. The accompanying unique production is readily constructed from the ordinary stock of the average pharmacy. A roll of dark-green crêpe paper, and a few pieces of suitable wire, are the only articles required other than sponges.

For the flower pot in the center the writer used an 18-inch roll of wrapping paper. Its shape was obtained by tacking circular pieces of heavy cardboard, 5 or 6 inches larger in diameter than the roll, to its top, and gluing an inch strip of cardboard around its edge, then wrapping with brown crêpe paper to produce the shape shown, gluing only at the top and the bottom.

The display designs at each side were formed by bending heavy wire (telegraph wire) into the shape of an inverted "U" and inserting the ends through both the top and the bottom of wooden boxes, 5 or 6 inches high. Sponges were attached to this wire with very fine wire or linen thread, so as to be easily removed without tearing, if desired. Price tags with catchy inscriptions were affixed to the different varieties, viz.: "*Both hands to hold this fellow*—$1.50."

Don't make the pot until the lily is completed, as it can easily be laid aside for this purpose. For the lily itself procure six pieces of quite stiff wire, 18 to 20 inches long, with sufficient rigidity to support the sponges. Wires used for the support of some counter display stands were appropriated in this instance. Bend each wire into the same shape (any design can be chosen). The design here selected might be described as shaped like an old-style italic "*S*," but at the bottom of the letter bend the wire down at right angles, leaving a *stem* for insertion into the wooden roller block that is found in each end of the roll of paper. With this block in its usual place, bore 6 holes equidistant around it, and insert the six wires. Now string small flat sponges on each wire until full. It can be readily seen now how

the flower is formed or changed by bending to any symmetrical shape. Use a large, good-shaped sponge for the center; around this center place a string (on fine wire) of selected, round-shaped sponges; wire both to the block if desired.

Now procure a very heavy iron wire or rod of sufficient length (about three feet), bend it into an irregular shape to simulate a root, and have 3 inches of the top end bent almost at right angles so the flower has a proper position. Then remove the partially formed flower with its block from the roll, insert the top of the heavy wire through a suitable cork that will firmly plug the hole in the wooden roll, and affix the wood. The other end of the iron is pushed down through the roll of paper; and the part showing can be covered with green crêpe paper, or pushed through two loofahs lengthwise to represent the stalk.

The flower is now in position, and the leaves can be easily attached. Procure a roll of dark-green crêpe paper and a spool of small, pliable wire from the hardware store. Cut six leaves the shape desired from the paper, cutting *across* the roll, not lengthwise; also cut six pieces of wire several inches longer than the leaves, straighten them, and with a bit of *glue* (paste won't hold) fasten a wire to each leaf, lengthwise. When dry they are readily shaped with the fingers and are simply fastened to the rod or block at the back. They will retain their shape and position if you use wire the size of a knitting needle. A bit of glue connecting the leaves where they intersect aids matters. A suitable sponge is used to cover the block and the connecting wires.

The stamen in the center of the flower is made by covering short pieces of fine wire with bits of sponge clipped from inexpensive sponges, inserting these in position, and bending the wires to the suitable shape. A very flower-like effect is produced by inserting the flat loofahs in the center of each leaf between each wired row of sponges as shown. The loofahs are first wired with the spool wire, bent to shape, and then tucked under the centerpiece and wired to the rod.

A Mermaid Lily.

This should be the finishing touch. After placing in the window, and covering the top of the pot with a layer of sand, you have completed a picture which a lack of coloring in the photograph fails to do justice to, but from the illustration a faint idea can at least be gotten of a very pretty and really artistic display. It need only be said that the two cards seen on either side contained these legends: *"Sponges from 2 cents to $2.00;"* and *"Remember where you saw sponges."* Some striking legend is almost a necessity in the window.

WHYS IN PHARMACY.

A Much-prized Feature of the Bulletin Renewed—The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 103 of the March* BULLETIN.)

DISPENSING WHYS.

Why should prescriptions be written in Latin? (1) It is a language understood throughout the world. (2) It is a dead language and therefore is not changing. (3) Common names vary in different parts of the country, while Latin ones are distinctive. (4) Technical Latin is not usually understood by the patient, and so there is not the danger of arousing prejudice. (5) The tendency to so much self-medication is not bred.

Why should the physician sign his full name to a prescription and not simply his initials? It sometimes happens that the prescriber has made a mistake, or for other reasons the compounder wants to communicate with the writer, and in a large town the prescription may be carried to a part where the prescriber is not known.

Why should the directions, "Use as directed," be avoided by the prescriber? The patient is generally in a more or less nervous condition and likely to forget the details. Then, too, by having the directions on the prescription it makes another safeguard in that the pharmacist can more readily detect an error if present. Upon the dose depends the safety.

Why is there a direct loss in buying such chemicals as morphine and strychnine in one-eighth ounce bottles and selling it by the grain unless the price is advanced more than enough to cover the ordinary cost of selling? The substance is bought by avoirdupois weight, which has only 54.7 grains in one-eighth of an ounce, while it is sold by apothecary weight, which has 60 grains in an eighth of an ounce.

Why is there a loss in buying quinine sulphate in bulk and retailing it in small amounts? This salt loses a considerable amount of water of crystallization, and more quinine is sold for a given weight than is bought.

Why should distilled water be used in filling prescriptions? Hydrant, spring, or rain water always has some impurities, such as sulphates, carbonates, lime, and ammonia, and these are liable to cause precipitation or decomposition of some of the medicinal principles.

Why should heat not be generally used in making solutions at the prescription counter? Heat may volatilize or decompose some ingredient or make a supersaturated solution that will deposit large crystals on cooling.

Why is it usually preferable, in mixing an insoluble substance with a liquid, to rub it in the mortar with a small amount of liquid first? If the solid is simply put into a bottle and shaken the substance may "lump" and require time and agitation in order to get it mixed. This is particularly true with calomel, magnesia, sulphur, or a vegetable drug.

Why is it frequently preferable, in mixing solutions that will precipitate, to have the solutions cold and as dilute as possible before mixing them? The precipitate will be finer, lighter, and more easily diffused through the liquid.

Why should heat not be used in making solutions of alkali bicarbonates? Heat decomposes them, liberating carbon dioxide and leaving the normal carbonate.

Why should ammonium carbonate be dissolved in the cold? Heat volatilizes ammonia and carbon dioxide.

Why is it generally best, when necessary to mix them, to add an alcoholic solution of a substance insoluble in water, to the water, rather than the water to the alcohol? The substance is precipitated in a finer form and is more easily diffused. However, in some cases where there is a comparatively large amount of alcohol, and a small amount of precipitation, it is better to add the water to the alcoholic solution.

Why should a stock solution of mercuric chloride contain a little ammonium chloride? Ammonium chloride prevents the reduction that slowly takes place in a solution of pure mercuric chloride.

Why does ammonium chloride make mercuric chloride more soluble? Probably because a more soluble double compound is formed.

Why should chloral hydrate not be kept in stock solution? It decomposes, becoming acid.

Why should potassium iodide not be kept long in stock solution? Iodine is liberated. This can be prevented to some extent by the presence of an alkali carbonate, but this is often objectionable.

Why should bicarbonates of alkalies not be kept in stock solutions? They lose carbon dioxide and become more alkaline.

Why does a syrup that has once fermented quickly ferment again, even after it is boiled? (1) The spores of the microörganisms may not all have been killed; (2) the proportion of sugar has been diminished by fermentation; and (3) part of the sugar has been inverted.

Why cannot hypodermic solutions be rendered aseptic by heat? Those medicinal substances which are usually administered hypodermically are more or less decomposed by heat.

Why cannot alcohol be used as a preservative for hypodermic solutions? Comparatively large amounts of alcohol would be necessary to accomplish the purpose, and alcohol, when injected, is an irritant and astringent.

Why should mucilage of acacia not be used to suspend insoluble substances in lotions? It leaves the skin sticky or hard. Tragacanth is less objectionable, as a much smaller amount will serve the same purpose.

(To be continued.)

HOW "SCALE" PEPSIN IS MADE.

By CUVIER R. MARSHALL, A.M., M.D.

One of the most interesting operations in manufacturing pharmacy is the scaling of pepsin. Men actually at work performing this operation are seen in the accompanying illustrations, and only a few words need be said by way of additional explanation. Previously to the scaling itself, a solution is gotten by treating the peptic membranes of the hog in large, glazed earthenware vessels with weak hydrochloric acid, at a temperature of about 40° C. This is then clarified by means of a mechanical filter. Satisfactory results depend in large measure upon the care with which the filtration of the solution is performed. Every particle of objectionable material must be removed, for unless that be done it would be impossible to produce pepsin of fine quality, of ready solubility, free from odor and possessing active proteolytic power.

This clarified solution is then spread upon sheets of glass in the manner illustrated in the first engraving. With his left hand the operator holds a plate of glass in an inclined position over a tray containing the pepsin solution, the plate resting upon two supports placed within the tray. With his right hand he fills a long, semi-cylindrical dipper from the tray, and holding it across the face of the glass plate, parallel with the upper edge, gently tilts it in such a way as to cause a broad stream of the fluid to fall upon the glass, and flow evenly downward into the tray. A thin film of solution adheres to the surface of the plate, which is immediately placed in a dust-proof compartment to dry.

The equipment of the drying compartments may be understood by examining the first and second illustrations. These compartments are supplied with

Flowing the pepsin solution over the glass plate in a thin film.

a current of fresh air at any desired temperature. This passes backward and forward over the plates, and is discharged through flues that penetrate the roof of the building. The air is heated by steam coils and is kept in motion by a huge rotary fan revolving at a high rate of speed. It is desirable that the temperature of the air be as nearly invariable as possible, and this is easily managed by reducing or increasing the number of heating coils in service. Thermometers in the compartments enable the at-

Two rows of drying closets, into which the glass plates are placed until the pepsin film has hardened.

tendants to note any variation from the proper degree of heat. In the immense pepsin-drying room at the laboratories of Messrs. Parke, Davis & Co., to whom we are indebted for our illustrations, there are eight rows of drying closets, twenty-four in each row.

When the pepsin film has become thoroughly dry, the glass plates are taken, one by one, from the drying closets and placed, film side uppermost, within the partly closed tray shown in the third view. Then with a broad steel instrument the coating is scraped off into the tray and collected as bright,

The film of dried pepsin is finally scraped off the glass plates and collected in a tray.

shining flakes that constitute the familiar "scale" pepsin. This done, all that remains is to subject the product to the U. S. P. test, and if it yields a satisfactory result, it is ready for the market.

LETTERS.

ESSENCE OF PEPSIN; A SOLVENT FOR HEROIN.

To the Editors:

While the writer is no longer engaged in the practice of pharmacy, he occasionally receives a copy of the BULLETIN and takes great interest in reading the articles on practical pharmacy, as well as the able editorials, the letters, the queries, and in fact the whole journal. In the March number I noticed that one or two correspondents had asked for information concerning things which had come up in my experience in times past, and if they are puzzles to some of the trade, possibly the formulas I used will be of assistance. If so, I shall be pleased.

The first formula is for a good, reliable essence of pepsin. I noticed that "M. B." asked for such a formula in the March issue (page 130). Let me say at the outset that the name "essence of pepsin" is a misnomer. All the standard essences of pepsin on the market are much nearer being wines than essences. Here is the formula:

Glycerole of pepsin conc. (P., D. & Co.)	1 ounce.
Simple syrup	2 ounces.
Distilled water	2 ounces.
Muscatel wine (white and sweet)	8 ounces.

For this preparation the writer has also used the scale pepsin, dissolving it with hydrochloric acid, and then adding the glycerin. The use of the glycerole of pepsin (conc.), however, saves work and gives the desired result when a reliable product is used. This essence *will* curdle milk, and the writer has made junket for a sick child so recently as within the past week, using a teaspoonful to a half-pint of warm milk.

Another correspondent in the March BULLETIN (page 132) asks regarding a solvent for heroin. This substance is used in cough mixtures, and these as a rule do not contain over one or two per cent of alcohol. Therefore the use of alcohol as a solvent is usually out of the question. On the other hand, the addition of a very small quantity of dilute acetic acid to a little water dissolves the heroin perfectly and keeps it in solution. This may be open to the objection you make of changing the alkaloid to a salt, but certainly the product is kept in solution, and, even if the salt *is* changed to the acetate, it still "does the business."

E. R. BRACKETT.

1726 Melrose St., Chicago.

[NOTE BY THE EDITORS.—It is certainly very kind of Mr. Brackett, a man no longer engaged in the drug business, to go out of his way to give us and the readers of the BULLETIN such assistance as the foregoing letter contains. The thanks of ourselves and our subscribers are certainly due him, and they are extended with warm appreciation.

With respect to the heroin question, it may be remarked that heroin hydrochlorate, being soluble, can be used with satisfaction wherever the change is permissible.]

A WINDOW OF BRUSHES.

To the Editors:

Just about the time that the April number of the BULLETIN reaches its readers Easter lilies will be readily available. One can then be gotten easily by the pharmacist. Let me tell the readers of the BULLETIN how I used a lily last year at this season as the central feature of a window display. The potted lily, in full bloom, was placed in the center of the window, and the pot was concealed by hair-brushes placed around it in an upright position and held there by a small rubber band. The tall stem of the lily was treated in the same way, except that tooth-brushes were used. This constituted quite a novelty in floriculture, and drew forth many interesting comments. On the window floor were placed in various positions brushes of every possible description, including those of the hair, face, teeth, flesh, and the like; shaving brushes, whitewash brushes, cloth brushes, paint brushes, and blacking brushes.

Back of all this was a rude fence constructed of cardboard, and before the fence was put green crêpe paper to represent grass. On the grass were placed rabbits in a running attitude, while on the fence was a card reading *"A Hare Brush."* As a background, we had a bank of feather-dusters. This was made by boring holes in strips of wood, arranged in the shape of stairs, and putting the handles of the dusters through the holes. Across the full length of the window, which was 9 by 12 feet in size, was a sign bearing in white letters on ox-blood paper: *"Brush Up. We Have the Brushes."* In one corner near the glass were two brushes on a cardboard, one a decidedly small artist's pencil, the other a very large kalsomine brush. On the cardboard was this legend: *"We Have the Between Sizes."* Finally, in the opposite corner was a card bearing the prices of the various brushes, and this was entitled *"Price Menu."*

It may strike the average reader that the effect was very confusing and bewildering, but, my word for it, the design was very attractive and called forth a great deal of comment, besides selling the goods.

W. H. WATSON.

Henderson, Ky.

MUCILAGE OF TRAGACANTH; SYRUP OF TOLU.

To the Editors:

In the BULLETIN for last November there appears a letter from me (page 473) giving a formula for mucilage of tragacanth. Evidently a printer's error has crept in, as the quantity of tragacanth given is half a drachm, instead of *one* and a half drachms. The correct formula is as follows:

Powdered tragacanth	1½ drachms.
Glycerin	1½ ounces.
Water	15 ounces.

Now a question about syrup of tolu. When made according to the official process there is always a quantity of free acids in suspension—probably benzoic, toluic, and cinnamic. Is it permissible or advisable to neutralize this acid, or should it instead be filtered out? I have made several lots as follows: Boil the balsam of tolu in water for half an hour and filter it through lint while it is hot. Allow the solution to cool. The quantity of acid will then be separated. I add just enough sodium bicarbonate to dissolve the acids, then dissolve the sugar in the solution, and finish off as usual. Neither the B. P. nor the U. S. P. gives any instructions concerning these acids. What should be done?

P. DUDLEY BELCHER.

Pt. Pirie, South Australia.

[NOTE BY THE EDITORS.—Neutralization would do no particular harm, and would make a clear syrup. But the pharmacopœial process is at best unsatisfactory, and we would advise the substitution of the old Findly process of making a medicated water and dissolving the sugar in it.]

SEVERAL PRACTICAL SUGGESTIONS.

To the Editors:

I submit for your readers a small drying oven which I have devised and am using with good satisfaction:

Take an ordinary packing box of convenient size and replace one end of it with sheet copper, iron, or tin, and let this be the bottom. About one inch above this, on the front, a partition sloping at an angle of 45 degrees upwards towards the back, which it must lack one inch of reaching, should be inserted. Then have a series of sliding shelves 2½ inches apart, the first one missing the front by one inch, the second missing the back by the same space, and the rest alternating like these to the topmost one, which must miss the back. Then use a swing door on the front, having it too short by one inch at the top and one inch at the bottom. This is to be used to close the box; and the oven is now complete. By placing it on three legs just high enough to admit underneath it a coal-oil stove with one or two wicks, heat can readily be applied to the metallic bottom, which causes a current of either warm or hot air, as desired, to flow upward and over all the shelves.

Some time ago a BULLETIN correspondent wanted to know what was put into coffee to destroy the taste of liquor. Here is an admirable preparation to destroy the liquor habit, but it might not be practicable to put it into coffee. It is simply this: Tincture of cinchona containing 1/40 of a grain of strychnine sulphate to each fluidrachm. The dose is two teaspoonfuls three times a day. Each dose therefore contains 1/20 of a grain of strychnine.

I find the easiest and most elegant way to exhaust vanilla beans without having to cut them up fine is to beat them to a powder with an equal bulk of clean sand, then mix them well with an equal quantity of additional sand, moisten the whole, and percolate in the usual manner. The mass might first, if desired, be macerated in the percolator, but this will hardly be necessary, as every particle of the beans comes in contact with the menstruum.

I would suggest, indeed, that beach sand is a valuable adjunct to practical pharmacy, and that it can doubtless be used to advantage in many ways not yet thought of.

R. R. SNOWDEN.

Crescent City, Calif.

ABOUT PERCENTAGE SOLUTIONS.

To the Editors:

I notice that John Vincent Singer has an article on page 101 of the last BULLETIN, giving "a convenient table for cocaine solutions." Mr. Singer says that he would use 46.5 grains of cocaine hydrochlorate in order to make one fluidounce of a 10-per-cent solution. Why? Here is the way we do this in Arkansas:

$$445 \times .10 = 45.5.$$

Hence we take 45.5 grains of the alkaloid and use enough water to make one fluidounce of solution. Isn't this exactly correct? And if it is, isn't Mr. Singer wrong when he suggests the use of 46.5 grains?

JOHN B. BOND, SR.

Little Rock, Ark.

[NOTE BY THE EDITORS.—No, we do not think Mr. Singer is wrong. It must be remembered that percentage solutions should be made by weight. A 10-per-cent solution of cocaine hydrochlorate means a solution containing 10 parts of cocaine in every 100 parts by weight of the solution. Ten per cent

of 455 grains (the weight of a fluidounce of water) is of course 45.5 grains, but these 45.5 grains should be added, *not* to 455 grains or one fluidounce of water, but to this quantity minus 45.5 grains—in other words, to 409.5 grains of water. This would give 455 grains of solution, but it would measure something *less* than a fluidounce. Consequently you can see that if enough water were added to make the full fluidounce, the solution would be somewhat less than a 10-per-cent strength. So far as the accuracy of Mr. Singer's table is concerned, we have not subjected it to experimental test. We assume that, based upon careful trial, it is correct, and that he has found exactly how many grains of the alkaloid must be contained in each fluidounce of the solution, so that, starting with this amount, one may simply add enough water to make a full fluidounce without any more calculation or trouble. The foregoing remarks will also apply to another letter which we have received on this subject. This letter follows.]

To the Editors:

There appeared in the March issue of the BULLETIN an article by Mr. Singer on the making of cocaine solutions. In making an aqueous solution of cocaine hydrochlorate, the percentage should be figured on four hundred and fifty-six grains, which is the weight of four hundred and eighty minims or one fluidounce of distilled water. For a ten-per-cent solution, therefore, take forty-five and one-half grains of cocaine hydrochlorate, dissolve in water, and add sufficient water to measure one fluidounce.

This method is not only more economical (the point made by our brother pharmacist), but furnishes a solution of more nearly exact percentage strength.

CHARLOTTE E. STIMSON, PH.G.

Chicago Baptist Hospital, Chicago, Ill.

SOMETHING FOR NOTHING!

To the Editors:

I have mailed to you, under separate cover, a copy of "The Mixer's Guide," a publication which has but recently come under my observation. Permit me to call your attention to the formula for "white rose cream" given on page 1, and to the "concentrated extracts" advertised on page 8. You will observe that the use of alcohol is entirely unnecessary in such preparations as essence of peppermint, lemon, vanilla, etc.! Here is a truly modern exponent of the "art" of pharmacy! J. B. TIMMER,

Chemist, Hazeltine and Perkins Drug Co.

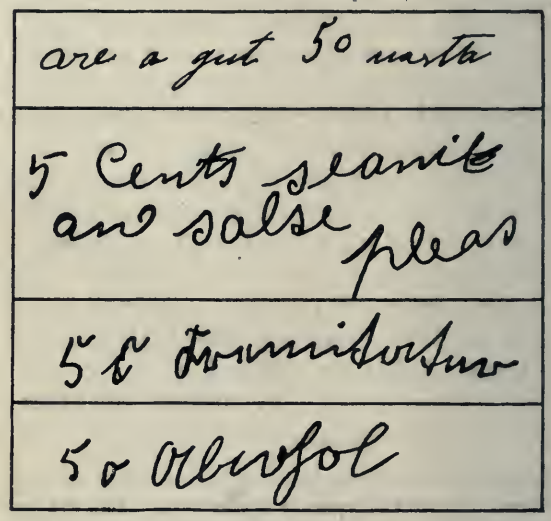
Grand Rapids, Mich.

[NOTE BY THE EDITORS.—We have found this "Mixer's Guide" to be a most interesting sheet. It is published by "Dr. J. M. Thornber," of Fort Madison, Iowa. Its appeal is made to the class of individuals who go from house to house selling all sorts of things. Readers are told how a teaspoonful of tincture of benzoin, put into a six-ounce bottle, and costing but half a cent, will make a "fragrant complexion cream," retailing "readily at 25 cents!" and how, also, four ounces of a "vanilla extract" sold by Dr. Thornber will, when dissolved *in a gallon of water,* make a product of a "splendid color and flavor!" There is much, much more of the same good advice. Certainly this is up-to-date pharmacy with a vengeance!]

SOME PHONETIC SPELLING!

To the Editors:

I send you three peculiar orders recently received by me in the pharmacy of H. Schmidt, corner 45th Street and Wentworth Avenue, Chicago. They are quite remarkable examples of phonetic spelling! The



first calls for ergot, 50 cents worth; the second for "senna and salts"; and the third—well, I guess I'll let the readers of the BULLETIN scratch their heads over this one! The fourth, of course, is alcohol plain enough. LEE PEDIGO, PH.G.

Chicago, Ill.

A TOILET PREPARATION OF AMMONIA.

To the Editors:

I noticed in a recent number of the BULLETIN that a correspondent asked for a formula for a preparation of ammonia water for the toilet. Here is a formula that I have used with considerable success:

Stronger water of ammonia.....13 ounces.
Borax .....2 ounces.
Boiled or distilled water, enough to make 1 gallon.

Perfume to suit with some triple extract dissolved in a little alcohol. Color the preparation green.

This will make a very fine toilet preparation of ammonia—effective, and pleasing in color and odor.

ALBERT CLIFFE.

Ridgway, Penn.

SELLING MOTH BALLS DURING THE SPRING SEASON.

To the Editors:

This is the way I pushed moth balls last spring: In the first place, I sent out the following circular to over four hundred families in the town and vicinity. I may explain that I had an office boy in a law office print these letters for me on a typewriter, using my own letter paper. I wanted them to have a personal flavor, and so did not have them printed from type in the usual manner. The letter follows:

Dear Madam:

This is the time of the year when every housewife is storing away "Winter Clothing." Most people find it necessary to use some kind of a Moth Killer.

To meet with this demand I have had prepared for me Moth Balls from an especially good formula; and might I suggest that in storing this winter's goods you use my preparation?

I will give a reward of FIVE DOLLARS for any article of clothing, furs, etc., that will show the least sign of moths next fall! Yours very respectfully,

E. R. WIGLE.

As soon as I had mailed these letters I dressed my window with the moth balls, and I did it in this way: I borrowed a fur robe from one of the liverymen, laid this down on the floor of the window, and then placed on it fifty pounds of moth balls, forming a pile of them in the center. A large sign hung from the center of the window, containing these words: *"These are our famous moth balls."*

I need only say in conclusion that I had excellent results from this campaign. It is worth any druggist's trial. E. R. WIGLE.

Wiarton, Ont.

[NOTE BY THE EDITORS.—Mr. Wigle's idea of having his circular letters typewritten was a good one, but he need not have gone to the expense of having a boy print each letter separately on the machine. There are processes now by means of which letters can be printed in typewriter characters mechanically, and done so well that they can scarcely be told from the original. The cost is of course very much less. It is quite likely, however, that this work could not be done after all in such a town as Mr. Wigle is situated in, but the druggists of the larger cities could easily take advantage of the process.]

LAGNIAPPE! LAGNIAPPE!

To the Editors:

In this city of New Orleans, where so many of the inhabitants are French, the cry of "lagniappe" is heard very frequently. Interpreted, it means "a little more than your money's worth;" and it is used as a demand not only by the children, but by the adult population of the Creole City. An amusing instance of this fell under my observation the other day. Mr. Masson, chief clerk for Mr. P. A. Capdan, was waiting upon a young girl of seven summers. She made the munificent and profitable purchase of ten cents worth of postage-stamps. Mr. Masson gave her the stamps, received the money, and then turned to wait upon a customer who had called for some Epsom salt. He had no sooner done so, however, than the little cricket shrilly yelled out: "Where's my lagniappe? I want some lagniappe—don't be so stingy!" Mr. Masson very unwillingly had to deal out some gum drops so as to retain his good reputation, as well as to save himself from being laughed at by a store full of customers!

C. W. HORNOR.

New Orleans.

PRETTY BADLY OFF!

To the Editors:

Here is an appeal I received the other day. It may interest your readers.

EDWARD ELKINS.

Mr Frank Wiltzius
is sick he has got
colic and diarrhion
and blod flax
he wants ~~[illegible]~~ some
tiny to stop the blood.

FOR PASTING LABELS TO TIN.

To the Editors:

I was looking over an old copy of the BULLETIN OF PHARMACY the other day, and, among other things, I ran across a formula for making labels adhere to tin. Now let me say that I have tried everything on earth for this purpose, and I have found that the one thing which does the business is the old-fashioned boiled flour paste, made thick as glauber milk and having the addition of a little tartaric acid. For one quart of the paste take, say, about four ounces of acid; dissolve this in just enough water to melt it, and after the paste is done, and just before removing it from the heat, stir in the dissolved acid, mix well, and let the product cool. In cold weather this preparation will keep for some time. It's a good one for the purpose! W. A. RICHMOND.

135 I Street, South Boston, Mass.

BUSINESS HINTS.

Working up a Sale on a Toilet Cream.—

B. S. Cooban, of Chicago, one of the BULLETIN's chief contributors, has worked up a large trade in his own "Cooling Cream," the formula for which was printed on page 463 of the BULLETIN for November, 1901. This is how he did it: He put up two-drachm samples bearing the regular label in miniature, and with it a small circular giving the price of the preparation and making mention of its merits and uses. These he distributed by covering a small city district at a time, and doing it in a most thorough manner. He kept track of his sales, and the first season spent the entire profits in advertising. Newspapers or street-cars were not used in advertising; he had found that they were expensive and did not bring such results as were to be gained by samples and a well-worded circular. A neat little booklet, however, was printed, and this dwelt upon several toilet requisites other than the "Cooling Cream." A copy of this booklet was for a time sent out with every package leaving the counter. With Mr. Cooban's advertising our readers are already familiar, and they do not need to be told that it bears the smack of originality and interest. Mr. Cooban has a theory that printing is like jewelry mounting: the effect is intensified or marred by the setting. Printing must be made attractive; white paper of good quality must be used; clean-cut type that can be read at a glance must be employed; and good typographical display and neat presswork must be called into requisition.

An Important Point.—

An interested reader of this department of the BULLETIN is somewhat disturbed over an advertisement which we quoted with approval last month—that of Mr. Helmick, on page 122. This is the statement to which he takes exception:

> A lady whose child had whooping-cough was told by her doctor that it would be a long time before the child would get well. One bottle of Wine of Glycerin cured the cough, and now this lady says she will always keep Wine of Glycerin in the house.

Should a druggist claim his own preparations are superior to the work of the doctors? Do you think it policy for a druggist to declare that a doctor has failed? If he does, can he rightly expect the doctors' coöperation in his work? These questions are put to us by our correspondent, and we must confess that they imply a point of view with which we are in entire accord. It most certainly is *not* good policy for a druggist to antagonize the physician in any manner whatsoever. Moreover, it is not only not good policy, but it is also unjust and uncalled for. In Mr. Helmick's particular instance it did not seem to us that he transgressed this law very decidedly, although, now that the matter is brought to our attention, we must express the opinion that he was indiscreet. It must be remembered, though, that the statement in question was only a small part of a general advertisement of considerable length, and in giving approval we were of course referring not to any detailed statement, but to the excellence of the advertisement as a whole.

A Tooth-powder Window.—

The accompanying display is sent in to the BULLETIN by C. C. Green, of Osborn's Pharmacy, at Mansfield, Ohio. Mr. Green says that "the clock which forms the central feature of the display was made from a 'Red Raven Splits' cut-out of a balloon.

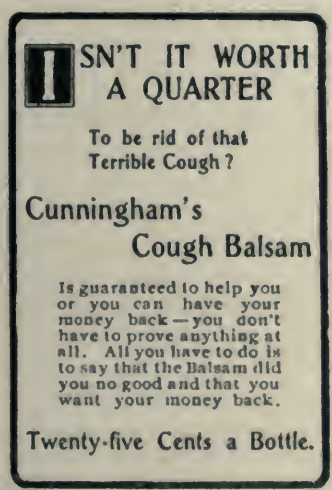
The balloon part was painted black and the surrounding part white. The figures on the face were made from tooth-brushes, as will be seen from the engraving. The hands were made of gilt pasteboard and were arranged so that they indicated the time to be a few minutes past noon. We painted beneath the clock this sign: *'It is time to Use Coral Tooth Powder.'*

"The powder itself was arranged about the bottom of the window, and in order to make the pack-

ages show up better from the outside we laid them against strips of wood, thus giving them an angle. The display caught the eye of the people and sold the powder. I might say that the powder is the product of our own establishment, and by pushing it energetically and making catchy ads. for it, we have established a fine trade on it. I regret that the photograph of the window is not better."

A Cough Balsam Advertisement.—

This is borrowed from "Cunningham's Bulletin," the little paper published by Andrew R. Cunningham, of Detroit, Mich. It is reproduced in exact *facsimile*, size and all:



A Letter to Purchasers of Garden Seeds.—

Druggists who sell garden seeds and Paris green —those situated in the country districts particularly —will be interested in seeing a letter which was sent out through the mail last year to a selected list of 500 people by a druggist in Kalamazoo, Michigan. It was printed on the druggist's regular correspondence paper, and in type meant to simulate the characters of the typewriter:

Dear Sir:—

I wish to call your attention to the fact that I have just purchased a fine assortment of FRESH GARDEN SEEDS. These seeds are all New and Northern Grown and are from a reliable house. You cannot afford to lose time, money, seeds and crops by buying poor seeds. I think it will be to your interest to call and see me before buying. My prices are as low as is consistent with good quality.

PARIS GREEN! Will you use any this year? I have just purchased a large quantity of the best and purest brand obtainable. I am a Chemist; I test every pound that comes into my store and guarantee it to be strictly pure. I will refund your money if you are not satisfied. Isn't that the way you like to do business? Just pin this in your Hat and call and see me when you want Paris Green. You will not find fault with the price.

Right goods at right prices is my motto. Don't you think that will win?

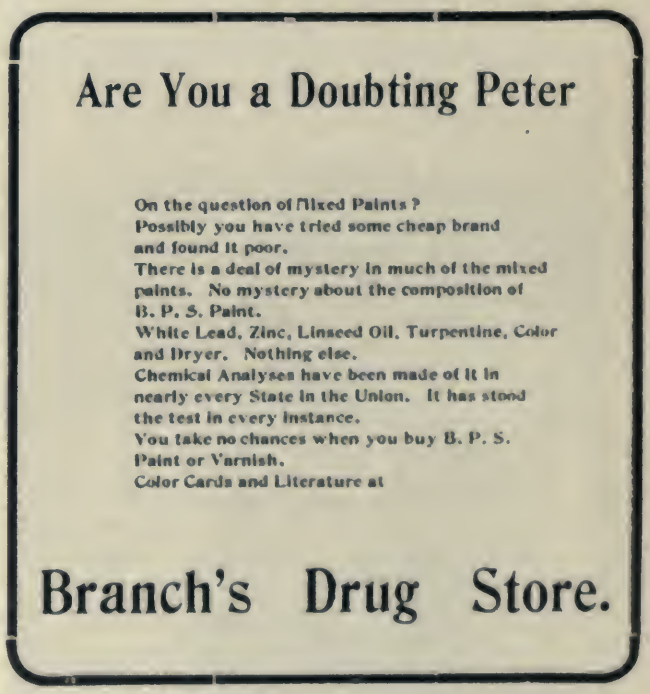
Call and see me anyhow. I want to get acquainted with you.

Don't forget the name nor the place,

WHEELOCK, THE DRUGGIST,
Cor. Kalamazoo Ave. and Rose St.

A Good Newspaper Ad. for Paints.—

The following advertisement was used in a local paper some time ago by W. S. Branch, of Parker, S. D. It strikes us as being admirable, both in display and in text.



A Druggist's Almanac.—

In the United States druggists are besieged with so many almanacs printed by the patent medicine proprietors that they doubtless never print any themselves. We have, however, recently received a druggist's almanac from Portsmouth, England. It is issued by Brewis & McIntosh. This almanac has one very decided advantage over the customary one: the advertising material relates to the druggist himself! Brewis & McIntosh have used the advertising space to very good advantage indeed, and they have been wise in devoting a good deal of space also to matter of general interest and information, in order that the almanac might really be read and preserved for its valuable contents.

Buying Alcohol.—

In the large cities it is the practice of many druggists, says Myron Puff, in the *American Druggist,* to purchase alcohol week by week in five- or ten-gallon lots, for the reason that they think the evaporation should they buy by the barrel would be so great that its cost would be greater than by procuring it in the smaller lots. Mr. Puff's personal observation has led him to think that the waste made in transferring from the containers in which it is received in the smaller lots into the receptacles of the druggist is far greater than the evaporation ensuing when bought by the barrel.

An April Card.—

Last spring at this season Mr. Cooban, of Chicago, had the following matter printed on cream-colored cardboard 4¾ by 5½ inches in size. The

SPRING

Borax ½ lb, 10c. 1 lb,15c.	Clothes Cleaning Compound 25 Cents Bottle.	Bay Rum 25 Cents a Bottle.	INSECT Powder 5c oz.
Furniture Polish 25c Bottle.	**Unfortunate.** The cleanest and most careful of housewives are often afflicted with the trouble and discomforts of bed-bugs. The thing to do when they are discovered is not to waste a minute, but procure a good, reliable poison and go at them at once. **Cooban's Bed-Bug Killer** is a liquid, and chases the pests out of every crack and place where they can possibly hide, and carries destruction with it. It is, of course, a strong and violent poison, and its work of ridding the premises is sure and swift It is an article that should be in every house at all times in case of emergency, so that valuable time may not be wasted. B. S. COOBAN & CO., 'Phone Went 502. 559 W. 63rd St.		AMMONIA 10c Bottle
Cooban's Headache Powders 10 Cents.			Stearns' Paste 20c.
Witch Hazel 25c Pint.			Copperas 5c Pound.
Soap Bark 5c oz.	CHLORIDE OF LIME 5c, 10c and 15c.	ICE CREAM BRICKS 25 Cents.	Castile Soap 25c Pound

cards were distributed by boys and were put in packages leaving the counter. The reproduction of the card as we give it is in exact *facsimile* save in the matter of size.

How He Exploited His Specialties.—

Here is the manner in which C. D. Marsden, of Kalispell, Montana, recently exploited his own line of remedies: First he had the newspaper of the town print a picture of his pharmacy and give a little write-up of his specialties. This was printed, of course, as regular reading matter, and was read as such. Then he had this article reprinted in little leaflets, copies of which he enclosed in packages of goods leaving the counter. "You would be surprised," he writes us, "to know how much trade this plan brought me for my own remedies. I make up a good line of them, and take great care in getting the packages up." It might be added that Mr. Marsden continues to have the picture of his store appear in the paper, and changes the text under it from time to time.

Opening the Soda Season.—

Readers of the BULLETIN will want to open the soda season now if they haven't already. Let us remind you that soda ads. must be catchy. People won't read very heavy literature about such light stuff. Get a good early start, for the summer is short and—well, the early bird, you know! First let us say if you can't sell *good* soda, don't sell any; but never say die. You *can* sell good soda. Get your soda right, then tell people in all the ways you want to. Here's an ad. that will do for the early season:

THAT APRIL DRYNESS

in the throat indicates a thirst that is only to be kept quenched by the constant application of our soda water.

We are soda experts. Our soda is not amateur soda. Let us tell you what the people like these warm days in April.

Early heat takes the "tuck" out of you and you need a drink that invigorates—not a stimulant. We are not stimulant vendors. That drink is our

FLORODORA HIGHBALL.

Just drop in the next time you're going by. Sit down at the fountain and buy one of those drinks. You will go on about your business, feeling as if the whole world were bathed in rosy sunlight. This drink, all our drinks, five cents.

SMITH'S PHARMACY.

Soda-water advertising is a study by itself. It is good stuff to advertise. There's no limit to the demand you can create. There's almost no limit to the schemes you can invent to create that demand, and to the variety of drinks you can make. Whatever you do, be different. Have things the other fellow doesn't have. Be distinctive—individual. Make that a rule straight through your store. Don't stop at your soda fountain.

PRACTICAL PHARMACY.

Three Ointment Prescriptions.—

These were presented by Henry P. Hynson at the Philadelphia meeting of the American Pharmaceutical Association:

(1) Salicylic acid .....gr. xx.
Powdered zinc oxide,
Powdered starch, āā.....ʒij.
Lard .....℥j

This is best prepared by powdering the salicylic acid very finely and rubbing it with the other powders, which should also be very fine. Half of the lard may be *melted* and added to the powders in successive portions. It is not necessary or desirable to replace a portion of the lard with olive oil. A stiff ointment is intended. This is very nearly the formula of "Lassar's paste," a very popular application with leading dermatologists.

(2) Aristol .....ʒij
Quinine sulphate .....ʒj
Mutton tallow,
Vaselin, āā .....ʒj

The aristol was dissolved in the melted tallow, by aid of gentle heat, the quinine was rubbed with the vaselin after having been finely powdered, and the two ointments were finally well mixed.

(3) Mercuric iodide .....gr. vj.
Potassium iodide .....gr. xxx.
Olive oil .....ʒj.
Lanoline .....℥j.

Mix and make ointment.

The iodides should be rubbed together and dissolved in the smallest possible quantity of water; this solution should then be rubbed into the lanoline, previously mixed with the olive oil, which should always be added to lanoline to overcome its sticky or ropy nature. If separate ointments are made of the iodides, a pinkish product will result, yet it is believed that the other plan is better.

Dispensing a Small Number of Suppositories.—

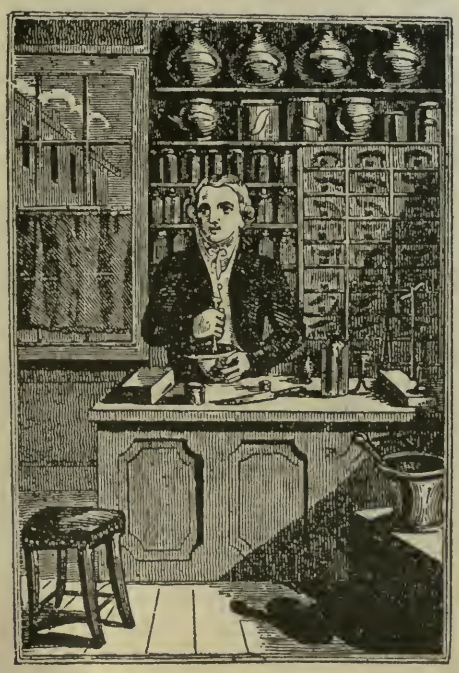
With a warm Wedgwood mortar and pestle of the proper size, a graduated porcelain slab, a couple of good spatulas, the medicaments, some best quality cacao butter, a good dusting powder, such as starch or lycopodium, says J. T. Pepper (*Pharmaceutical Era*), an expert dispenser who knows just what to do and when and how to do it, will take only a few minutes to prepare a dozen suppositories. The cacao butter should be shaved or grated finely into the mortar, previously warmed, and triturated thoroughly with the medicaments, so that they will be evenly distributed throughout the mass. The mortar and pestle should not be so warm as to melt the cacao butter, but only just warm enough to cause it to soften. Remove the mass from the mortar to the slab, and, after dusting the hands with powder, work the mass quickly into good condition and partially roll it into shape; continue the rolling until the mass is perfectly smooth and even throughout its entire length on the porcelain slab, first with the hand and finally with the spatula. When the mass is rolled out to the required length, place it along the graduated marks on the porcelain slab and divide with the spatula into as many equal parts as are required, and form with the fingers and spatula into conical suppositories. A dispenser will become very expert at this work with practice, and can deliver the fin-

A Corner of a West Australian Pharmacy.—This represents a view in the store of a well-known pharmacist in York, West Australia. It is kindly sent in to us by the proprietor's son, Mr. Oswald H. Sargent, who is an enthusiastic amateur photographer. We have been favored in the past with several examples of Mr. Sargent's cleverness with the camera, and we hope to have others from time to time. One of his photographs—an uncommonly interesting one—is reproduced this month in our department of "Botany and Materia Medica."

ished suppository almost as smooth and well-shaped as those made in molds. The temperature of the dispenser's hands is a point to be considered. Some men are so much "warmer blooded" than others that the cacao butter melts very quickly in their hands, and they are hardly able to make suppositories in this way at all. All such individuals can do is to use an abundance of the dusting powder and work a little more quickly.

To Cure Dandruff.—

Dr. Isadore Dyer (*Health*) lays great stress upon the contagiousness of this disease, and asserts that the hair-brush in the majority of cases is responsible for its spread. He tells his patients: "Throw your hair-brush into the fire; don't use another until I tell you." His expérience has been that by the disuse of an infected brush, and with systematic washing of the scalp, men every other day, and women twice a week, with an after application of resorcin in bay rum, from three to five per cent, the absolute removal of dandruff results in most cases in three weeks, and in others in five or six weeks. He has never seen a case of dandruff which did not get well under this treatment; but the brush must be used neither at home nor in the barber's shop. In gray-haired individuals and in fair-haired women, resorcin sometimes causes a yellowish or reddish cast; it is recommended that salicylic acid be added to the solution of resorcin, as in the presence of acids the resorcin does not cause this change. Where there is any reason to forbid the use of resorcin, chloral hydrate in two to five per cent strength may be used, or the naphthol preparations in the strength of a scruple to the ounce. He has never used sulphur, nor sulphur compounds, because he has never needed to change from the pleasanter solutions.



APOTHECARY OF YE OLDEN TIME.—This old woodcut represents the apothecary in England about the time of Cromwell, in the seventeenth century.

A Liquid Disinfectant.—

Professor W. L. Scoville suggests the following formula (Proceedings Massachusetts Pharmaceutical Association). It makes a preparation of a dark reddish-brown color, having the odor of cresylic acid, and it produces a milky fluid when added to water:

Cresylic acid	625.0 Gms.
Colophony	125.0 Gms.
Potassa	18.0 Gms.
Water, to make	1000.0 Gms.

Place the cresylic acid in a suitable dish, add the resin, and heat until the latter is melted and dissolved. Dissolve the potassa in about 80 Cc. of water, add to the mixture, and boil until the resin is completely saponified, as shown by the liquid becoming clear and homogeneous. Cool and add enough water to make 1000 Gms.

The amount of potassa here directed is based upon a strength of 85 per cent, which is an average strength of commercial potassa. The official standard of 90 per cent is seldom obtained, but 85 per cent is a fair average. If saponification is not complete after thirty minutes' boiling, a little more potassa may be added, but a large excess is objectionable. Cresylic acid can be obtained in barrel lots at about 50 cents per gallon. When fresh it is of a yellowish-red color, but it turns dark on exposure and becomes almost black.

An Argument for the Metric System.—

Much has been written against the metric system on the ground that France, Germany, and England do not use it in the yarn and other textile industries, and, furthermore, do not want to use it in such industries. In this connection it is interesting to note the point of view taken in a paper which appeared recently in the columns of *L'Industrie Textile*, from the pen of the manager of the largest cotton mill in Russia. M. Lamoitier, the author of the paper, argues very convincingly that all European countries, and France in particular, should at once forbid legally the use of any other than the metric system for

the measurement or "numbering" of yarn and like goods. He makes it clear that the confusion which now results from the use of so many systems in different European states, and even in different localities within the same state, breeds a chaos which proves a constant hardship and annoyance. Such a step as he suggests "would give us a uniform and known system easily comprehended, simple and universal as the metric system itself, allowing quick comparisons, simplifying and facilitating calculations in general transactions, preventing fraud and dishonest accounts, and enabling governments to establish uniform standards for all textile materials."

Bottle-capping Mixtures.—

A suitable gelatin-glycerin mixture for capping bottles may be made from the following formula (*Western Druggist*):

Gelatin	1 ounce av.
Gum arabic	1 ounce av.
Starch	1 ounce av.
Boric acid	20 grains.
Water	16 fluidounces.

Mix the gum, gelatin, and acid with 14 fluidounces of cold water, stir occasionally until the gum is dissolved; then heat the mixture to boiling; remove the scum, and strain. Also mix the starch intimately with the remainder of the water, and stir this mixture with the hot gelatin solution until a uniform product results. The latter may be tinted with any suitable aniline dye. When the mixture has become hard, it must be softened before use by the application of heat.

Another good formula is this:

Put a weighed amount of dry glue or gelatin in water, and let it stand over night. In the morning drain and press off all the surplus water, and then dissolve the swollen mass by heating in a water-bath. Add while still in the bath about one-half as much glycerin as there is liquefied gelatin, and for every av. pound of gelatin add 1 av. ounce of tannic acid, and stir until entirely homogeneous. If it is desired to color the material any of the mineral colors may be used. Test the liquid on a piece of glass, and if when cold it is too hard or brittle add a little more glycerin, and if too soft more glue and tannin, preserving the proportions indicated.

Tincture of Arnica Flowers.—

H. F. Ruhl (*American Journal of Pharmacy*) proposes a new method of preparing tincture of arnica flowers, the present U. S. P. process failing, he says, to exhaust the drug. Instead of subjecting the flowers to simple percolation with diluted alcohol, he recommends that the drug be macerated for forty-eight hours, after saturation with the menstruum, before percolation. Percolation is then allowed to proceed slowly until one-fourth of the liquid has been obtained, when the process is stopped and the mixture allowed to macerate twelve hours longer. Another fourth of the liquid is then allowed to pass. This intermittent maceration and percolation is repeated until the full amount of tincture is obtained, after which the residue is completely exhausted with fresh diluted alcohol, the percolate being set aside for use as a menstruum for future preparations of the tincture.

Containers for Syrups.—

Syrups are frequently kept in the so-called "syrup bottles," which have a loosely-fitting glass stopper. This stopper permits the ready access of air, which is especially deleterious in the case of syrups. A. E. Hiss (*Western Druggist*) thinks that the best container is an ordinary bottle, using a pint, quart, or half-gallon bottle as may be needed, and fitting it with a rubber stopper. A variety of rubber stoppers of different sizes should be kept on hand for this and other purposes. An ordinary cork will not suffice, as the syrup caking around it will cause it to break when an attempt is made to extract it, and pieces of it will fall into the syrup.

A Label Suggestion.—

To save the time and trouble required to find a printed label when a sale is made, H. F. Ruhl has made a rule to cut off from the label the name of the drug or preparation and paste it on the back of the shop bottles, cans, and the sides of drawers, etc. Thus it is possible to know at once if a printed label is kept in stock or if one must be written.

THE NEW HOME OF THE BROOKLYN COLLEGE OF PHARMACY.—The Brooklyn College moved into this handsome new building a few weeks ago. The event was celebrated by a reception, at which speeches were made by Dr. Tuthill, Professor Anderson, and others, and the annual dinner of the Alumni Association was held in the pharmaceutical laboratory a few evenings later. The building was erected at a cost of $50,000.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

Juniperus Sabina.—

Dr. H. Monge, in a thesis on the anatomical structure of savine leaves, gives some useful hints for distinguishing this drug from other species of the same genus. He finds that the only species that occur as adulterants of savine in France are *J. Phœnicea* and *J. thurifera variety gallica,* which are common in Dauphiné and Provence. An essential oil in *Juniperus Phœnicea* is identical with that in *J. communis.* In transverse sections of the stem it can also be distinguished by the fact that the leaves are imbricated in a spiral of five.

In the mesophyl there are numerous large stone cells which are absent from the leaves of savine. In the leaves of *J. thurifera variety gallica,* and also those of savine, there are in transverse sections always two opposite leaves, but unlike savine, *var. gallica* has stone cells in the mesophyl. *Juniperus Virginiana* and *J. Bermudiana* show in transverse section sometimes two and sometimes three leaves in the same branch, but always stone cells in the mesophyl. These specimens do not possess the flavor of savine.—*Pharmaceutical Journal,* through *Practical Druggist.*

Berberine in Chelidonium.—

Chelidonium majus and *Stylophorum diphyllum* of the Papaveraceæ are very closely related botanically and resemble each other so much that one might easily be mistaken for the other. The resemblance goes still further, for their chemical constituents are practically the same, both containing the alkaloids chelidonine, protopine, and sanguinarine, yellow coloring matter, and chelidonic acid. Professor Schlotterbeck (*American Journal of Pharmacy*) has been investigating the yellow coloring matter first found in Chelidonium by Probst and named by him chelidoxanthin, and has come to the conclusion that it is the alkaloid berberine. He believes that the name chelidoxanthin should be dropped, and that berberine should be added to the list of alkaloids found in these two plants.

Fungus in Yeast.—

Recently M. J. Turguel (*Comptes Rendus*) has obtained stalked sporangiophores bearing spores from a fungus found in Chinese yeast (a substance used as a ferment), which proves it to be a mucor producing both an amylase and a zymase. The fungus had been discovered earlier by Calmette, who, discovering only endogenous spore formation in the mycelial filaments, named it *Amylomyces Rouxii.* The sporangiophores were obtained by cultures on both solid and liquid media.

Antiarin.—

Antiarin is a glucoside similar to strophanthus, digitalis, etc.; it is obtained from the dreaded upas tree, *Antiaris toxicaria,* of the East Indies, and is used by the natives to poison arrows and spears. Antiarin is an active poison and arrests the frog's heart in systole. Dr. C. L. Rumke finds it to be a tonic to the human heart. Although the ultimate therapeutic effect of the glucoside is very similar to that of digitalis, yet the rationale of the drug's action is such that it cannot be classed with it.

A BUNCH OF LEMONS.—This very interesting photograph is sent in to the BULLETIN by one of its foreign readers—Mr. Oswald H. Sargent of York, West Australia. It shows a bunch of lemons as it is plucked from the tree. It is somewhat unusual, Mr. Sargent tells us, to find five well-developed lemons in one bunch, and this specimen he regards as an especially good one.

PERSONAL.

A PROMINENT PROPRIETOR.

The accompanying portrait shows the features of Mr. E. B. Heimstreet, of Janesville, Wisconsin. Besides having been a leading druggist in Janesville for — well, perhaps Mr. Heimstreet would not want us to say how long—he has seen twenty years' service as secretary of the Wisconsin Board of Pharmacy and almost as many as secretary of the State Pharmaceutical Association. It is perhaps not too much to say, indeed, that he is the father of both the board and the association, for it was largely due to his efforts that both came into existence. Mr. Heimstreet is now enjoying a long rest from official duty, and is devoting himself entirely to his successful business.

MR. E. B. HEIMSTREET, of Janesville, Wis

A PROMINENT CLERK.

The accompanying photograph depicts the features of E. J. Healey, president of the Drug Clerks' Association of Illinois. Though elected only recently to that position, Mr. Healey has for some years been prominent in the work of organization among the clerks, and is a man of uncommon force and ability. Mr. Healey is a high-school graduate, and an alumnus of the Chicago College of Pharmacy. He has had a considerable experience in several prominent Chicago stores, and at present holds a responsible position with Mr. A. Romano, corner of North Halsted Street and Milwaukee Avenue. Mr. Healey is the man whom the Illinois clerks recently desired to represent them on the State Board of Pharmacy.

E. J. HEALEY.

NEW REMEDIES.

Anabanum.—

Name of a preparation of the nature of an unguent, containing a number of astringents and antiseptics.

Aristoquinine.—

Name given to the carbonic ester of quinine, a very slightly soluble and almost tasteless preparation of quinine, which presents many advantages over any other preparation of that substance. It is readily reabsorbed, and the therapeutic action of quinine is quickly developed without any apparent unpleasant sequelæ, either from head or stomach.

Creosocamfor.—

Trade name for creosote camphorate, an oily liquid in which there is one molecule of camphor, and one molecule of creosote. It is soluble in alcohol, ether, glycerin, but insoluble in water. It is recommended as a sedative to the nervous system. It is given in solution with a bland oil, in the proportion of one part of the medicament to five parts of oil, a teaspoonful at a time. It may also be given in capsular form, 20 centigrammes each, from three to five capsules per diem.

Ferissol.—

Ferissol (*Rev. de Therap.*) is a substance derived from cinnamic acid and guaiacol. It occurs in the form of a powder and is very soluble in water. The internal dose is 15 grains, one to three times a day. Intramuscularly it is injected in the form of a 10-per-cent solution—15 minims per dose. This dose may be increased to 45 minims daily.

Ferricodyl.—

Trade name for a brand of *ferrum cacodylicum.*

Glutannol.—

This is stated to be a compound of vegetable fibrin with tannic acid. It is used as an intestinal astringent, as it is insoluble in the gastric juice, but readily soluble in the intestinal fluids *(Pharm. Ztg.)* Its action is said to be similar to that of tannalbin; it is hence indicated in dysentery and in intestinal catarrh and tuberculosis, particularly of children. The dose for adults is from 0.25 to 1 gramme, and for children from 0.25 to 0.5 gramme, in powder or in mucilaginous mixture. If necessary, the dose may be increased to a teaspoonful without any pernicious by-effects being caused.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Secretaries of Boards of Pharmacy.

B. D. S.—We append a full list of the secretaries and their addresses. States and Territories not mentioned in the list either have no pharmacy laws, or, as in the case of Texas, have boards for various local districts.

Alabama—E. P. Galt, Selma.
Arkansas—J. W. Beidelman, Little Rock.
California—John Calvert, San Francisco.
Colorado—A. W. Scott, Ft. Collins.
Connecticut—Willis L. Mix, New Haven.
Delaware—E. Hoffman, Wilmington.
District of Columbia—R. N. Harper, Washington.
Florida—Thomas Clarke, Jacksonville.
Georgia—Dr. Geo. F. Payne, Atlanta.
Illinois—L. T. Hoy, Springfield.
Indiana—C. B. Woodworth, Ft. Wayne.
Iowa—C. W. Phillips, Des Moines.
Kansas—W. E. Sherriff, Ellsworth.
Kentucky—J. W. Gayle, Frankford.
Louisiana—F. C. Godbold, New Orleans.
Maine—D. W. Heseltine, Portland.
Maryland—(This law applies to Baltimore alone)—D. R. Millard.
Massachusetts—Amos K. Tilden, Boston.
Michigan—John D. Muir, Grand Rapids.
Minnesota—H. G. Webster, Minneapolis.
Mississippi—S. L. Caine, Columbus.
Missouri—A. T. Fleischmann, Sedalia.
Montana—J. B. Lockwood, Helena.
Nebraska—H. H. Barth, Lincoln.
New Hampshire—G. F. Underhill, Concord.
New Jersey—H. A. Jorden, Bridgeton.
New Mexico—W. C. Porterfield, Silver City.
New York—Sydney Faber, College of Pharmacy, New York City, general secretary, and local secretary for the eastern district of the State; Warren L. Bradt, Albany, local secretary for the middle district; Geo. Reimann, Buffalo, local secretary for the western district.
North Carolina—W. Simpson, Raleigh.
North Dakota—W. S. Parker, Lisbon.
Ohio—W. R. Ogier, Columbus.
Oklahoma—F. B. Lillie, Guthrie.
Oregon—G. C. Blakeley, The Dalles.
Pennsylvania—C. T. George, Harrisburg.
Rhode Island—Howard A. Pearce, Providence.
South Carolina—M. H. Sandifer, Rock Hill.
South Dakota—E. C. Bent, Dell Rapids.
Tennessee—R. L. Eves, Nashville.
Utah—C. H. McCoy, Salt Lake City.
Vermont—J. C. Bellrose, Burlington.
Virginia—T. A. Miller, Richmond.
Washington—J. M. McArthur, Spokane.
West Virginia—W. S. Hamilton, Fairmont.
Wisconsin—E. B. Heimstreet, Janesville.

Baking Powder.

W. F. J.—Cream of tartar and sodium bicarbonate mixed in the proper proportions yield a baking powder which is apparently the least objectionable of any, from a hygienic point of view, and gives satisfaction. As the result of an investigation of the leading powders of the market, Crampton, of the United States Department of Agriculture, has proposed the following formula for a cream of tartar baking powder:

Potassium bitartrate	8 ounces.
Sodium bicarbonate	4 ounces.
Corn-starch	4 ounces.

The addition of the starch answers the double purpose of a "filler" to increase the weight, and a preservative; the chemicals not keeping well when mixed alone. The stability of the powder is increased by drying each ingredient separately by exposure to a gentle heat, mixing at once, and immediately placing in bottles or cans, excluding access of air, and consequently moisture.

As for a mill, you will see that among the patrons of the BULLETIN'S advertising pages are three manufacturers of mills. Write these people and state your need.

Essence or Solution of Pancreatin.

L. Drug Co.—The formula of the N. F. for "liquor pancreaticus" is probably what you want. In case you do not have this book at hand, we reprint the formula:

Pancreatin (U. S. P.)	17.5 Gms.
Sodium bicarbonate	50 Gms.
Glycerin	250 Cc.
Compound spirit of cardamom (F. 347)	35 Cc.
Alcohol	35 Cc.
Purified talcum	15 Gms.
Water, a sufficient quantity to make	1000 Cc.

Triturate the pancreatin and the sodium bicarbonate gradually with 650 cubic centimeters of the water; add the alcohol, compound spirit of cardamom, and purified talcum; mix them thoroughly by shaking, and pour the mixture upon a wetted filter, returning the first portions of the filtrate, until it runs off clear. Wash the filter with enough water to obtain 750 cubic centimeters of filtrate. To this add the glycerin.

Each fluidrachm represents 1 grain of pancreatin (U. S. P.).

Gelatinization of Salicylic Acid in a Corn Cure.

N. B. has a corn cure made by dissolving 20 grains of salicylic acid in 2 fluidrachms of collodion. It gelatinizes in every instance after a few days. He has experimented with ether and alcohol, but has failed to prevent the trouble.

The trouble is that too much salicylic acid is employed—a greater quantity, indeed, than is required to work well. Again, flexible collodion is the article indicated in preparations of this sort. Try the following formula:

Salicylic acid .....50 grains.
Flexible collodion, enough to make 1 ounce.

If this product is put up in tubes, a thin layer of cork is needed in the end of the cap.

The Evergreen Chemical Co.

Several correspondents have been kind enough to inform us that the address of the Evergreen Chemical Co. is 130 Fulton Street, New York City. This is in answer to a query by "C. C. S." printed last month.

Mentha Arvensis.

J. S.—*Mentha arvensis* is one of the varieties of mint, and its properties and constituents are for the most part those of the *mentha piperita* of the Pharmacopœia. A variety of *Mentha arvensis* is used in Japan for the manufacture of menthol and oil of peppermint. Your other query we are not able to answer. You do not make sufficiently clear the purpose to which the substance you desire is to be put, and for this reason we cannot intelligently furnish you with the information wished.

Metal Polish.

B. C.—The solid substances which are generally used in liquid metal polishes are prepared chalk, rottenstone, tripoli, and emery. You might experiment with these, combining them with the gasoline. It may be said that emery is suitable only for polishing the harder metals. It scratches too much to be used to any extent on gold or silver. Whatever the powder used, however, it should be run through a fine sieve first.

NOT GUILTY!—When Druggist R. T. Bower, of 575 Greenwood Avenue, Detroit, read President Roosevelt's recent public letter arraigning the American people for shirking the duties of parenthood, he sent over to the house, had Mrs. Bower return him a copy of the family photograph, wrote "Not Guilty!" across the top of it, and mailed it to the President. Promptly came back the typewritten reply: "Three cheers for Mr. and Mrs. Bower and their really satisfactory American family of twelve children! That is what I call being a good citizen. With regards, very sincerely yours, Theodore Roosevelt. P. S. [added in the President's own handwriting]. It was a pleasure to see such fine looking boys and girls as those in the photograph." Incidentally it may be said that Mr. Bower is an energetic and uncommonly competent druggist, and author of the book on "Successful Pharmacy," with which the readers of the BULLETIN's advertising pages are familiar.

Clarifying Cotton-seed Oil Lard.

J. J. S. points out that cotton-seed oil, after it has been evaporated or boiled down to a lard, has a yellow color, and he wants to know what bleaching agent could be used without affecting the quality of the substance.

Probably the cheapest and the most effective method would be to add about four ounces of the best dry fullers' earth to each five pints of oil while it is hot; stir well, and then filter. Keep the oil warm while filtering it, and then pour it back into the filter until it is sufficiently bleached and comes through bright and clear.

Infusion of Digitalis.

C. V. D.—It is not customary to filter infusion of digitalis. If the preparation is properly made, and bruised leaves and not the powder used, there will be no precipitation, and a clear product will be secured by means of straining alone. If, however, precipitation ensues later on, there would be no objection to resorting to filtration.

A. P. R.—Please note the conditions printed at the head of this department.

A GROUP OF LADY PHARMACISTS.—One of the unique distinctions of the Philadelphia meeting of the A. Ph. A., held last September, was the uncommon number of women pharmacists in attendance. The foregoing "snap shot" shows a group of eight. Reading from the left, and taking first the line standing, and then the three persons seated, the members of the group are Miss Gean Gordon, of Chicago; Miss Reyonalds, of Philadelphia; Miss Shepherd, of Philadelphia; Miss Virginia Brooks, of Waldor, Texas; Miss Dora C. Fisher, of Leavenworth, Kansas; Miss Maybell Haydock, of Philadelphia; Mrs. Gray, of Chicago; and Miss Josie Wanous of Minneapolis, Minnesota. All of the ladies are members of the A. Ph. A., and two of them—the Misses Brooks and Fisher—were members of the nominating committee at Philadelphia. Miss Wanous is well known as a successful pharmacist of the professional type in Minneapolis. Mrs. Gray is the widow of the late H. C. Gray, author of "Gray's Quiz Compend" and other books in pharmacy. The photograph was taken by Miss Fisher, and through her kindness it is placed before the BULLETIN readers.

Hair Dyes.

R. B. G.—We give you herewith two formulas, one for a two-solution dye, the other for a one-solution dye.

(1)

A.

Pyrogallic acid	1 drachm.
Alcohol	4 fluidrachms.
Water, distilled	4 fluidounces.

B.

Silver nitrate	1 drachm.
Water, distilled	4 fluidrachms.
Ammonia water	enough.

After dissolving the silver nitrate in the water, gradually add water of ammonia, stirring constantly, until the brown turpidity produced has vanished and the liquid appears colorless. Then add

Water, distilled, enough to make 1 fluidounce.

A large excess of ammonia tends to produce a brownish dye. Various shades of brown may be produced by increasing the amount of water in the silver solution. It should be remembered that the hair must, previous to treatment, be washed with warm water containing sodium carbonate, well rinsed with clear water, and dried.

(2)

Silver nitrate	480 grains.
Copper nitrate	90 grains.
Distilled water	8 fluidounces.
Ammonia water	sufficient.

Dissolve the two salts in the distilled water and add the ammonia water until the liquid becomes a clear fluid.

In using apply to the hair carefully with a toothbrush, after thoroughly cleansing the hair, and expose the latter to the rays of the sun.

States Without Pharmacy Laws.

J. H. C.—Every State and Territory in the country now has a pharmacy law, with three exceptions: Idaho, Arizona, and the Indian Territory.

A German-American Pharmaceutical Journal.

N. B.—We would refer you to the *Deutsch-Amerikanische Apotheker Zeitung*, published at 104 John Street, New York City.

"Registrar" of Michigan Board of Pharmacy.

G. D. R.—See answer given elsewhere under head of "Secretaries of State Boards of Pharmacy."

Dustless Floor Oil.

H. H. A.—A formula for this article was printed on page 396 of the BULLETIN for September last.

THE SCRAP BOOK.

PARTICULAR attention is called to Chas. Pfizer & Co.'s brand of Rochelle salt and Seidlitz mixture, as maintaining the standard of purity and excellence. Their Seidlitz mixture particularly is considered by the most careful manufacturers of Seidlitz powders to be a most desirable article to use, owing to its uniformity of whiteness and dryness, and also its unvarying U. S. P. standard.

THE BULLETIN is in receipt of the new "Bottler's Book" just issued by the Liquid Carbonic Acid Mfg. Co., of Chicago. It contains nearly 200 pages, and shows positively everything that could be used for the bottling of drinks. Excellent illustrations are given of most of the articles mentioned. A great number of the things are, of course, used at the soda fountain by every dispenser, and not alone by the bottler. It would pay you to send to the company for a copy of this book.

"RUYTER is not an author; he's a born chemist."
"Why so?"
"Every novel he writes becomes a drug on the market."

AN EXPERT BUSINESS BUILDER.—It is probable that the man who has most to do with the development of drug advertising in the United States and Canada is Ulysses G. Manning, whose full-page advertisement appears in this issue. Mr. Manning was the pioneer in this branch of work, and for a decade was alone in the field. For about fourteen years he has directed the advertising of several hundred of the leading druggists of the country. In the service now offered the readers of the BULLETIN Mr. Manning supplies each month a mass of fresh, original, and seasonable material for all the forms of advertising the retail druggist requires. The practical nature of this help is assured, while the price is a remarkable one.

SOMETHING THAT MIGHT HAVE BEEN EXPRESSED DIFFERENTLY.—Mrs. Brown (being helped out of a brook by the gallant captain, who has also succeeded in catching her horse): "Oh, Captain Robinson, thank you so much!"

Gallant but Somewhat Flurried Captain: "Not at all—don't mention it." (Wishing to add something excessively polite and appropriate.) "Only hope I may soon have another opportunity of doing the same again for you."—*London Punch.*

ARE YOU REGISTERED?

NO! THEN READ:

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SECOND, SPECIAL DRILL COURSE.

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It prepares for the Next Examination.

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Highland Park College of Pharmacy, DES MOINES, IOWA.

KYMO

REDUCES the COST and IMPROVES the QUALITY OF ICE CREAM.....

With KYMO the **BEST QUALITY** of ice-cream (not excepting an all-cream product) can be made at from

20 CENTS to 35 CENTS per GALLON.

No cream, eggs, or other substance is required—nothing but KYMO, milk, sugar, and flavoring. The foregoing being true (a **SAMPLE WILL PROVE** that it is), you can not afford to purchase your ice-cream or to make it in any other way. **RICH, SMOOTH** and **CREAMY,** KYMO ice-cream means a **SAVING** of from **50% to 100%.**

Write for free sample, or send 25 cents for large package.

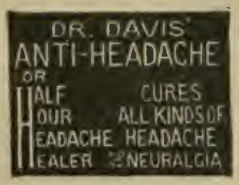
THE KYMO CO.,

542 Albany St. - LITTLE FALLS, N. Y.

DR. DAVIS'

ANTI-HEADACHE

THE PIONEER OF ALL HEADACHE REMEDIES.



Read the Special Advertising Offer below. A net profit of $6.75 on an investment of $5.25.

CUT THIS OUT.

This coupon is good for one dozen 25-cent size DR. DAVIS' ANTI-HEADACHE, when signed and attached to an order for three dozen DR. DAVIS' ANTI-HEADACHE through your jobber.

Signed.....

Town.....

State.....

Date.....

THE NEW YORK MARKET.

ADVANCED.—Bismuth; Camphor; Citric Acid; Cod-liver Oil; Japan Wax; Menthol; Mercury; Morphine; Nitrate of Silver; Tartaric Acid.

DECLINED.—Buchu Leaves; Canary Seed; Calendula Flowers; Cocaine; Chicle; Ipecac; Opium; Oil of Wintergreen (synthetic); Oil of Peppermint; Pyrogallic Acid; Saffron (American); Salicylic Acid; Salicylate of Soda; Tonka Beans.

While the market displays more or less of a firm undertone, there seems to exist a somewhat feverish attitude so far as the principal items are concerned. The business transacted has been rather moderate in volume, and although the list of declines is in greater number than the items which show advance, it will be noted that where there has been an increase in price it has been a rather substantial one, and the items which have advanced are all quite firm. On the more or less important ones we comment as follows:

OPIUM.—The position of this article has shown a marked change during the past few weeks, being decidedly dull, and experiencing a decline a day or two since of 5 cents per pound, and while even a lower market may rule for a short time preliminary market statistics indicate that higher prices should be looked for prior to the harvesting of the next crop.

MORPHINE.—Owing to the rally in the Opium market during the first part of the month, manufacturers took occasion to advance their schedule 10 cents per ounce.

QUININE.—The strong market prevailing last month has somewhat weakened, and the situation has quieted down materially. Manufacturers are quoting the same prices as last noted. Decline in valuation, however, is not looked for. Bark shipments from Java seem to be more abundant than they were the first of the year.

BISMUTH.—On account of the syndicate controlling the metal having marked up its price 60 cents per pound, all of the miscellaneous preparations of Bismuth have been advanced proportionately.

COD-LIVER OIL.—The season has now so far advanced that there can be very little doubt remaining as to the probable future situation of this important commodity, and large users of this oil are face to face with a serious problem. Over $100 per barrel has been paid for Norwegian Oil during the past week, and only the most limited quantities are obtainable at this figure. There are practically no offerings from preliminary markets. It is reported that the livers which have been secured show a very small yield of oil.

COCAINE.—The high prices at which Coca Leaves are being held in preliminary markets do not warrant the low prices at which Cocaine has been selling for some time past. The low market is due entirely to misunderstanding among manufacturers. An agreement has evidently been reached, as cocaine advanced yesterday 50 cents per ounce, and a stronger market should be looked for in the future.

ESSENTIAL OILS.—While Anise is reported higher abroad, it is very dull and depressed in the local markets, as is also Cassia. Wintergreen, synthetic, experienced a recent decline, and Peppermint has been going down in price steadily. We know of some sellers offering Redistilled at as low a figure as $3 per pound. Sassafras is in good demand, and stocks are rather light.

GOLDEN-SEAL.—Firm at 54 to 55 cents for large lots.

SENEGA remains scarce, and prices show no signs of weakening.

CASCARA SAGRADA remains firm and in very short supply. Carload inquiry would undoubtedly advance the price 5 to 10 cents per pound.

New York, March 31, 1903.

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The Book-Keeper Publishing Co., Ltd.

59 Book-Keeper Building, Detroit, Mich.

Your Soda Fountain

WILL SOON NEED YOUR ATTENTION.

In selecting your fruit syrups for 1903, take time before placing your order and buy the brand you know and have a guarantee to be pure.

The DUROY BRAND CONCENTRATED SYRUPS and CRUSHED FRUITS are positively the PUREST and BEST.

Do not place your order before you get our prices and examine our samples.

Your correspondence solicited.

Address, **THE DUROY & HAINES CO.,** SANDUSKY, OHIO.

Breaks All Records

Mull's Grape Tonic sales lead all other constipation cures in every locality in which it has been introduced. On the American market but two years.

Do You Want a Lively Seller?

We will make a liberal offer to hustling druggists everywhere. Unique and intelligent advertising has made this the success of the year. Write us for particulars. Trade supplied by jobbers at $4.00 a dozen.

MANUFACTURED IN AMERICA ONLY BY

The Lightning Medicine Co., 2101 Third Avenue, Rock Island, Ill.

THE "Tanglefoot" season is at hand. If you haven't stocked any of this well-known brand of sticky fly-paper now is the time to do it.

THE best thing in the way of a crushed fruit bowl for the fountain is "Bohner's." The wholesale distributors of this bowl are Robert Stevenson & Co., 92-94 Lake Street, Chicago.

BROWN: "Parting, you know, is sweet sorrow."

Jones: "Guess you never had a quinine capsule part just after you had put it into your mouth, did you?"

IT should be remembered that the Whitney Glass Works, of Glassboro, N. J., are headquarters for everything in the way of amber, green, and flint bottles and vials of all kinds and descriptions.

THE Northwestern University School of Pharmacy is now housed in a new building, and has an equipment unexcelled, and perhaps unequaled, in the country. Send for a prospectus to the Northwestern University Building, Chicago.

AT WELLESLEY.—"Up at Wellesley you can't call on a girl after nine-thirty."

"Gee! They must be a lot of curfew bells."—*Harvard Lampoon.*

ONE of the best things in the way of a ledger is the detachable leaf variety known as the "Areandbe." This ledger is manufactured by the Richmond & Backus Co., of Detroit, Mich. It will be found illustrated in a special "insert" facing advertising page 17 of this issue.

IN getting out circular letters and the like for advertising purposes it is often desirable to have some sort of a "duplicator." The best thing of this kind is the Daus "tip-top" duplicator. This excellent instrument is shown on advertising page 25 of this issue of the BULLETIN.

"COLONIAL SPIRITS" is a pure and refined brand of "wood" alcohol. It is sweet-smelling and clear as crystal. For everything except internal use it is just as desirable as grain alcohol, and is very much cheaper. "Colonial Spirits" is made by Berry Bros., of Detroit, Mich. Write for a sample and mention the BULLETIN OF PHARMACY.

"DOCTOR, why do you advise me to do so much walking in hot weather?" "I thought if you saved car fare you might pay it on my bills."—*Chicago Record.*

EVERY druggist who prides himself on the comfort and attractiveness of his store needs one or more fans during the summer season. They convert a very warm and close atmosphere into a very cool and refreshing one. Motors and fans of all varieties are manufactured by the Chicago Water Motor and Fan Co., of 216 Lake Street, Chicago, Ill. Write for a catalogue and state your need.

IN selecting your fruit syrups for the coming summer season it will be well for you to bear in mind the Duroy brand of concentrated syrups and crushed fruits. There is nothing on the market that is finer and more delicious! These goods are made by the Duroy & Haines Co., of Sandusky, Ohio. Write to this company for particulars, and don't forget to mention the BULLETIN OF PHARMACY.

THE ANSWER.—Poetical and Pedantic Young Lady (walking in the wood with elderly and learned professor): "Oh, Mr. Bookworm, look at that magnificent oak! Let us stop one

THE SOUTHERN SPECIAL DRUG STORE FIXTURE.

This outfit comprises 32 feet of show-bottle shelving at the left, and 32 feet of shelving for patent medicines at the right, with a 7-foot prescription case in the rear. The wood-work is birch, with a rich mahogany finish and decorated with inlaid ornaments. The entire outfit is complete, including drawer-pulls and other furnishings. The front of the prescription case has a large beveled mirror in the center, with Florentine glass and wood panels on either side. There are two 30-inch extensions or partitions, making 12 feet front. In the rear is a 7-foot prescription counter, with drawers, slides and shelves.

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,

HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

minute. I must tell him how the sight of such beautiful trees raises keen emotions in my soul; because, you know, I'm sure they can hear us and enjoy a compliment as well as you do. You superb oak, what would you say if you could talk?"

"I believe I can be his interpreter, dear Miss Hopkins. He would most likely say, 'Beg your pardon, Miss, I'm a beech.'" —*Tit-Bits.*

It is a Marvel!—The medical profession has for a long time recognized the necessity of a vaginal syringe which would distend the vaginal folds and permit the injection to come in contact with the entire surface in order to cleanse it from any deposit or formation of deleterious matter. The Marvel "whirling spray" syringe has been thoroughly tested

by many of the most prominent physicians, who now recognize its merits and daily recommend it to their patients as all that could be desired in a vaginal irrigator. Indeed, the "Société d'Hygiene de France" were so well pleased with the syringe that they awarded to the Marvel Company a gold medal, diploma, and certificate of approbation at their meeting in Paris, October 9, 1902. The Marvel is extensively advertised and always gives entire satisfaction.

Mr. Isolate (of Loneleyville): "What is the matter, Amabel? You seem agitated." Mrs. Isolate (distractedly): "Oh, Ferdinand! hurry into the kitchen and calm the cook! There's an eel coming through the cold water faucet and she thinks she has the delirium tremens."—*Puck.*

The "Gold Label" brand of corks is one of the best on the market for prescription use. Don't forget it! These corks are made by the Paddock Cork Co., of Brooklyn, N. Y.

The National Licorice Company succeeds the preëxisting houses of Young & Smylie, S. V. & F. P. Scudder, the Mellor & Rittenhouse Co., H. W. Petherbridge, and the Dominion Licorice & Novelty Co. The new company is, therefore, the sole manufacturer of the licorice specialties heretofore sold by the foregoing houses.

In order to make a satisfactory flavored syrup for the fountain it is necessary to start with the rock-candy syrup, and the most satisfactory rock-candy syrup on the market is the brand known as "Triple Refined," manufactured by Dryden & Palmer, St. James Building, New York City. This brand of rock-candy syrup is sold by all jobbers.

"Milk Weed Cream"—ever hear of it? It is one of the best toilet specialties on the market. It enjoys a large sale all over the country. It is extensively advertised in the leading magazines, and any druggist who does not carry it in stock is behind the times. Milk Weed Cream is manufactured by Frederick F. Ingram & Co., of Detroit, Mich.

Editor of the daily to his assistant: Any startling news to-day? Assistant: No. Editor: Any Eastern complications, drownings, strikes or crop failures? Assistant: Nothing startling. Editor: Then brush up that stereotype heading, "A Druggist's Fatal Error," and write a two-column story to fit it.

$1.00 WORTH FREE ON $1.75 ORDER.

SPECIAL OFFER!

To more widely introduce Elite Toilet Specialties we offer a 2-oz. bottle of Elite Rose Sachet (Retails 50c per oz.) FREE with the first order only for 3 doz. of any one, or 1 doz. of each of the following: Elite Camphor Ice, in tubes; Elite Camphorated Mutton Suet, in tubes; Elite Cold Cream, in jars. This Special Offer does not apply to subsequent orders: only to the First Order from each retailer. These retail at 10c each, and job at 60c doz., $1.75 for 3 doz., $6.25 per gross.

Elite Toilet Specialties are handsomely packaged, make an elegant show, sell quick, and through sterling merit maintain a continuous sale, yielding a larger profit than any other similar line on the market.

Cocoa Butter, Headache Cologne, Perfumes, Toilet Waters, etc.

Send 25c and we will send you a ten cent package of each of the Cold Cream, Camphor Ice, and Mutton Suet, and 1 oz. Sachet. Mention the Bulletin of Pharmacy when you order. Be sure to state what Jobber we shall ship through.

ELITE TOILET CO.

NASHVILLE, TENN. NEW YORK, N. Y.

In ordering chemicals of the jobber it is always well to specify "Rosengarten's." The products of this house are excelled by those of no house in the world.

Flies will soon begin to make life a nuisance. "Fly buttons" will drive them into the next world. Have you stocked any of this excellent poison fly-paper yet?

First Urchin (in the background): Get on ter de dude w'at has de nerve ter own a pup like dat.

Second Urchin: Aw, well! mebbe dat's de only critter on eart' w'at has any use fer 'im.

The great specific for rheumatic troubles is sodium salicylate; and such large doses are taken of this drug that purity is a question of paramount importance. Much of the sodium salicylate of the market is anything but pure, containing much phenol contamination. If you want something that can be depended upon for purity and reliability, specify "H. & F." when next ordering this salt of your jobber. This brand is made by the Herf & Frerichs Chemical Co., of New York and St. Louis.

Wide-awake druggists are always looking for special offers. Special offers mean money in one's pocket. A very good one will be found on advertising page 36 of this issue of the Bulletin. Don't miss it!

Whenever you need anything in the way of illustrations or engravings with which to embellish your advertising matter write for samples and specimens to the Peninsular Engraving Co., of Detroit, Mich.

No Imagination.—"My wife doesn't want to vote, but she's what I call strong-minded." "In what direction?" "Well, she can read a doctor book clear through without getting symptoms of any of the diseases."

"Why I decided to study pharmacy in Detroit." On advertising page 20 of this issue of the Bulletin a pharmacy graduate gives four convincing reasons why he made this decision. They are worth reading.

Know what the "Best" light is? Something better than kerosene—yes, better than electricity or acetylene! Just look up the adv. elsewhere in this issue of The Best Light Co., of 223 East Fifth Street, Canton, Ohio.

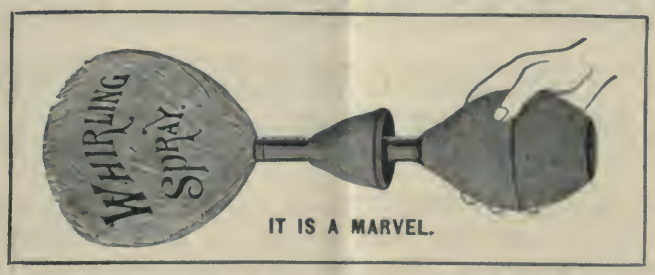
Something is needed at the fountain for breaking ice. The "American Ice Cracker" is the best instrument for this purpose. It is manufactured by the Fargo Creamery Supply House, of Lake Mills, Wis. $1.50 is the price.

THE MARVEL "WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D' HYGIENÉ OF FRANCE, OCT. 9th, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the **MARVEL SYRINGE** dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

BRANCH OFFICES:
CHICAGO, ILL., 134 LAKE STREET
SAN FRANCISCO, CAL., 593 MISSION STREET.
MONTREAL, CANADA, 53 ST. SULPICE STREET.



BRANCH OFFICES:
PARIS, FRANCE, 42 RUE DU MARCHE.
LONDON, ENGLAND, 11 QUEEN VICTORIA STREET.
SYDNEY, N.S.W., AUSTRALIA, 416-418 GEORGE STREET.

FULLY PROTECTED BY PATENTS. ALL JOBBERS SELL IT.

THE MARVEL COMPANY, SOLE PROPRIETORS, **TIMES BLDG., NEW YORK.**

One of the patent medicines which never fails to give satisfaction is "Syrup of Figs." This preparation is a reliable one; it is made on honor; it does the business; and it is worthy to be "pushed" by every druggist.

The next time you order caffeine it would be well to specify the "R. & H." brand. This brand is made by the Roessler & Hasslacher Chemical Co., of Chicago and New York. It can be depended upon for purity and excellence.

Nell: "What a lovely complexion she has." Belle: "Yes; her husband is very proud of it." "Her husband?" "Yes; he's a chemist, you know, and it's his own patent."—*Philadelphia Record.*

"Columbian Spirit"—this is the well known brand of purified wood alcohol. It is suitable for manufacturing and mechanical purposes, and in these directions is the equal of grain alcohol. The manufacturers are the Wood Products Co., of Buffalo, N. Y.

The Highland Park College of Pharmacy, of Des Moines, Ia., one of the good institutions of the country, has recently added a correspondence course in pharmacy. Send for a prospectus to O. H. Longwell, President of the institution, and don't forget to mention the Bulletin of Pharmacy.

When a new firm has to enlarge its quarters greatly, the indication is plain that the business is growing, and the goods are found O. K.! We have before us, as we write, a copy of the Syracuse *Telegram*, and we see from a two-column article that the Smith Premier Typewriter Co. is constructing a new factory. In an interview, Mr. Woodruff, president of the company, declared that "the old and new plants together would be as large, if not larger, and would certainly have a greater capacity, than any typewriter factory now in existence or contemplated. Four million brick will be required for the construction of the new building.

"Dearest," asked the confiding girl, after her usual manner, "am I really your first and only love?" "No, darling," said the young druggist; "but you are something just as good."—*Indianapolis Journal.*

It is quite evident that A. H. Andrews & Co., of Chicago, manufacturers of soda-fountain stools, chairs, and the like, are increasing their business rapidly. A $350,000 factory has just been completed, and in addition the company has recently moved into a more central store and office building five stories high. When a firm finds it necessary to increase its quarters in this manner, it is doing business!

It is reported that the sales of the antikamnia preparations during 1902 were the largest in the history of the business. Moreover, the output for the months of January and February of this year was greater than that of any other two months since antikamnia was first placed upon the market. The sales of powdered antikamnia alone during 1902 showed an increase of nearly 20 per cent over the sales of this article during the previous year.

Why Rome Was Burned.—Nero had ordered the burning of Rome.

"It was my only hope," he apologized to those around him; "my wife was going to clean house."

In the joy of his heart he played his violin, thus turning against him many who would otherwise have forgiven him.—*New York Tribune.*

CHICAGO WIRE CHAIR CO.

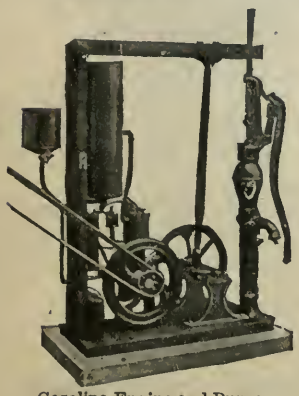
PATENTED

We Manufacture Those Wire Chairs, Tables, Soda Fountain Stools that have become so popular. . . . . .

Write for Catalogue.

They are not riveted together
They will not come apart
They will last forever
They are made of tempered steel wire
They are indestructible
They are light, airy and attractive
They are easy to keep clean
They are not expensive
They are the best on the market

70 JEFFERSON STREET, - - - CHICAGO, ILL.



Gasoline Engine and Pump Combined

HEADQUARTERS FOR FANS

GAS AND GASOLINE ENGINES ALSO WATER MOTORS

For driving Ice Cream Freezers and Fans. Give particulars of what you want to drive. Catalogues Free.

Water Motor.

CHICAGO WATER MOTOR & FAN CO.

22 AND 24 SOUTH CANAL CHICAGO, ILLINOIS

THE "Expert" gives talk No. 2 in this issue of the BULLETIN. He is certainly an entertaining chap! Turn to advertising page 52 and see if you do not agree with us.

TEACHER: Who can tell me what useful article we get from the whale? Johnny? Scholar: Whalebone. Teacher: Right! Now, what little boy or girl knows what we get from the seal? Tommy? Scholar: Sealing-wax.—*Harlem Life.*

THE best thing on the market in the way of an apron is Moore's "Universal" spring apron. It has a spring which enables it to be put on quickly and which keeps it in place. It is shown in an illustration on advertising page 50 of this issue of the BULLETIN. The manufacturers are E. C. Moore & Son, of Detroit, Mich.

AN ice-cream cabinet is now a necessity at the soda fountain; and one of the best cabinets that we know of is the "Grand Rapids Ice Cream Cabinet," manufactured by the Chocolate Cooler Co., of Grand Rapids, Mich. Write to this company for an illustrated catalogue, mentioning the BULLETIN OF PHARMACY.

THE DUTCHMAN AND THE DOG.—A Dutchman addressing his dog said: "You vas only a dog, but I wish I vas you. Ven you go mit the bed in, you shust durn round dree times and lay down. Ven I go mit the bed in, I have to lock up de blace and vind de clock und put de cat oud und undress myself, und my wife wakes up und scolds me; den de baby cries, and I haf to valk him up und down; den maype ven I shust go to sleep it's time to ged up again. Ven you ged up, you shust stretch yourself and scratch a couple of times, and you vas up. I have to light de fire, put on de kettle, scrap mit my vife already, und maype get some breakfast. You play round all tay und haf plenty of fun. I haf to work all tay an haf plenty of trouble. Ven you die, you vas dead; ven I die, I haf to go to hell yet."

IF you are looking for something in the way of a soda holder it would be well to consult the adv. on advertising page 62, of R. Chester Frost & Co. The "special" holder which this house advertises is one of the finest things to be found.

FRIEND: "What do you do when you get a prescription that you can't read?"

Druggist: "Guess at it. I'm just as good a guesser as the average doctor, anyway."—*New York Journal.*

DRUGGISTS of sufficient experience to appreciate the favorable impression made on physicians by seeing goods of standard excellence in the prescription stock (and surely few

LANOLIN

"BRITISH"

HYDROUS U. S. P. and ANHYDROUS.

LIVERPOOL AND LONDON, ENGLAND.
MONTREAL AND TORONTO, CANADA.

WHY PAY FANCY PRICES!

WE GUARANTEE OUR PRODUCT U. S. P.

PRICE 30C. PER LB.

F. O. B. NEW YORK.

If your Jobber does not keep it, send to us direct—he is handling something which pays him better.

1 LB. CANS, 30C. LB.; 7 LB. CANS, 28C. LB.;
14 LB. CANS, 27C. LB.; 28 LB. CANS, 25C. LB.

Special Quotations for Veterinary and Commercial Grades.

EVANS AND SONS, Lim., 133 WILLIAM ST., NEW YORK.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . $1.00 SIZE . . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50C. SIZE . . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS. DR. J. C. HOOD, LOUISVILLE, KY.

druggists lack this experience) can readily understand why Kasagra is to many physicians "the sign of a good drug store." Some signs are very reliable—this is believed to be one of them. Be sure that your Kasagra bottle is where it can be readily seen—and that it is backed up by an imposing array of unopened original packages!

"THERE are things in nature," remarked the family physician, "that completely overawe me. Often do I experience the greatest difficulty in finding language to express myself."

"Yes," replied the head of the family, "I thought it must be something that way one time when I tried to read one of your prescriptions."

THERE would seem to be a very wide field for the sale of so useful a household article as the American Ice Cracker, an illustration of which is shown in connection with the announcement of the Fargo Creamery Supply House, of Lake Mills, Wis., on page 44 of this issue of the BULLETIN. We do not remember to have seen so practical an implement of the kind or one more likely to appeal to householders on the score of utility. Our pharmaceutical friends are advised to write the house for its proposition.

"SEVERAL times," said the foreign tourist, "since I have been here I have heard the phrase, 'eating crow.' Is it possible the crow is a game bird in this country?"

"Certainly," answered the native American. "On nearly all our bills of fair at the restaurants you will find 'croquettes.'"

Down it went in the tourist's note-book.—*Chicago Tribune*

THE great advantage of the "Underwood" typewriter is that the writing is always in sight. It goes without saying that this is a most desirable feature for the average operator—the man who is not an expert on the machine. He very frequently gets in trouble—sometimes he gets in trouble half a dozen times on the same line—and if he has the writing constantly in sight he knows "where he's at." The Michigan dealers for this machine are Rex B. Clark & Co., of 73 Griswold Street, Detroit, Mich.

Son: Pa, can any one see through glass?
Father: Certainly, my boy.
Son: Then, why can't Uncle Henry see through his glass eye.

SODA FOUNTAINS BY THE MILE.—We are pleased to refer our readers this month to one of the most remarkable soda-fountain advertisements ever appearing in these pages, in the advertisement of the American Soda Fountain Co. The heading at the top of this page describes the entire motive of the ad. The American Soda Fountain Co. design and build 97 per cent of all the soda fountains made and sold in the United States. Their prices are the lowest, their terms the easiest, and in addition they make exceedingly liberal allowances for old apparatuses taken in exchange for new.

A request will bring a catalogue. Write to-day to any of the Offices of the American Soda Fountain Company: Boston, Mass.; New York, N. Y.; Philadelphia, Pa.; Chicago, Ills.; St. Louis, Mo.; Baltimore, Md.; San Francisco, Calif.; Denver, Colo.; Atlanta, Ga.; Dallas, Tex.; Oklahoma, O. T.

"THE true philanthropist shrinks from making his generosity known."

"Most of them go a step further and shrink from the generosity."—*Washington Times*

Buckeye Paint and Varnish Co.

PAINT, COLOR and VARNISH MAKERS.

SOLE MANUFACTURERS CRYSTAL-ROCK FINISH

Write for Catalogue and Prices. TOLEDO, OHIO.

YESBERA MFG. CO. TOLEDO, OHIO.

THE BEST YET! Our 1903 Product in Furniture of Steel

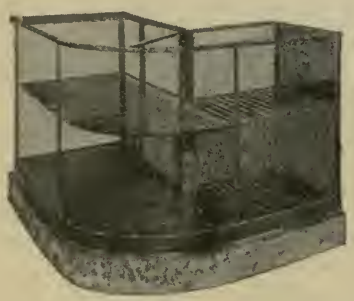
An exemplification of the qualities of elegance of design, beauty of finish, strength of construction, these goods possess some points of particular advantage over anything that has yet been produced, embodying at once certain desirable qualities that have seldom been attained together.

STOOLS, CHAIRS, TABLES, for the up-to-date outfitting of Ice Cream Parlors, Confectionery Stores, etc. In keeping with the most elegant of soda fountain appointments.

Write us for our proposition to show you a sample.

YESBERA MFG. CO., - - TOLEDO, OHIO.

THE accompanying cut shows one of the fine round-cornered cases manufactured by the Quincy Show Case Works, of Quincy, Ill. It is one of the handsomest things on the market. The catalogue number is 818; and speaking of



No. 818, Special Round-cornered Case.

catalogues, don't forget to send to the Quincy Works for their large circular exhibiting leading styles of floor cases. And don't forget to mention the BULLETIN OF PHARMACY in writing! Recently the Quincy people have added a new line of up-to-date cases with marble bases, with heavy plate glass, and with all modern improvements.

MR. DOOLEY ON CHRISTIAN SCIENCE.—"What's Christyan Science?" asked Mr. Hennessy.

"'Tis wan way iv gettin' th' money," said Mr. Dooley.

"But what's it like?" asked Mr. Hennessy.

"Well," said Mr. Dooley, "ye have something th' matter with ye. Ye have a leg cut off."

"Th' Lord save us!" exclaimed Mr. Hennessy.

"That is, ye think ye have," Mr. Dooley went on. "Ye think ye have a leg cut off. Ye see it goin', an' says ye to yerself: 'More expinse. A wooden leg.' Ye think ye've lost it. But ye're wrong. Ye're well as iver ye was. Both legs is attached to ye, on'y ye don't know it. Ye call up a Christyan scientist, or yere wife does. Not many men is Christyan scientists, but near all women is, in wan way or another. Ye're wife calls up a Christyan scientist, an' says she: 'Me husband thinks he's lost a leg,' she says. 'Nonsense,' says th' Christyan scientist, she says, f'r she's a woman, too. 'Nonsense,' says she. 'No man iver lost a leg,' she says. 'Well, 'tis sthrange,' says th' wife. 'He's mislaid it thin,' she says, 'f'r he hasn't got it,' she says. 'He on'y thinks he's lost it,' says th' Christyan scientist. 'Lave him think it on again,' she says. 'Lave him raymimber,' she says, 'they'se no such thing in th' wurruld,' she says, 'as pain an' injury,' she says. 'Lave him put his mind hard to it,' she says, 'an' I'll put mine,' she says, 'an' we'll all put our minds to it, an' 'twill be all r-right,' she says. So she thinks an' th' wife thinks an' ye think th' best ye know how, an' after awhile a leg comes peepin' out with a complete set iv tootsies, an' be th' time th' last thought is expinded, ye have a set iv as well matched gambs as ye iver wore to a picnic. But ye musn't stop thinkin', or ye're wife or th' Christyan scientist. If wan iv ye laves go th' rope, th' leg'll get discouraged an' quit growin'. Manny a man's sprouted a limb on'y to have it stop between th' ankle an' th' shin because th' Christyan scientist was called away to see what ailed th' baby."

"Sure, 'tis all foolishness," said Mr. Hennessy.—*Exchange.*

BY this time the readers of the BULLETIN are all familiar with the artistic advertisements of the New York Quinine and Chemical Works which are always to be found on the last cover page of the BULLETIN each month. These advertisements are among the finest things in pharmaceutical journalism. This month's specimen is particularly attractive, and not only attractive but convincing.

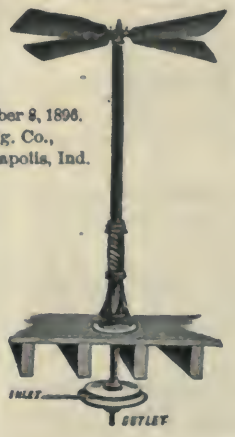
TRIUMPH WATER DESK FAN.

PAT. AUG. 11, 1896.

TRIUMPH COUNTER COLUMN WATER FAN.

Patented December 8, 1896.
Specialty Mfg. Co.,
Indianapolis, Ind.

TRIUMPH FLOOR COLUMN WATER FAN.



WE ALSO MAKE

CEILING, BRACKET AND COLUMN FANS

FOR BELT POWER, AND

WATER MOTORS

FOR DRIVING THEM.

IN FACT, CAN SUPPLY YOU WITH ANYTHING IN THE FAN LINE.

WRITE FOR CATALOGUE.

SPECIALTY MFG. CO.,
400 S. MERIDIAN ST.,
INDIANAPOLIS IND.

THE GRAND RAPIDS ICE CREAM CABINET. A large assortment of various styles and sizes constantly carried in stock. Can make prompt shipments. These Cabinets are nicely finished and will save their cost in Ice in one season. Have a large amount of unsolicited testimonials on file. We can please you as well as we have pleased others. Write for illustrated catalogue.

Chocolate Cooler Co.

Grand Rapids, Mich.

Manufacturers of Ice Cream and Oyster Cabinets, Chocolate Coolers, Dipping Tables and Candy Boards.

THE most successful capsule filler on the market is Eastman's. A cut of it is shown on advertising page 44. It is made by L. K. Eastman, of 1354 Woodward avenue, Detroit, Mich.

BEESWAX, as ordinarily purchased, is very likely to be impure. Doubtless the best brand on the market is the "W. H. B." pure white beeswax, manufactured by W. H. Bowdlear & Co., at 149 Pearl Street, Boston, Mass. Write to this company for prices, mentioning the BULLETIN OF PHARMACY.

CHEM. LABORATORY EXPERIENCE.—41144. *Purification by Explosion, or How to Become an Angel.*—Immerse iodin in aqua ammonia. Filter. Dry the precipitate. Then grind the precipitate in mortar with pestle. Write up your notes in the next world.—*Harvard Lampoon.*

HERE is another special offer! The Dabrooks' Perfume Co., of Detroit, Mich., manufacturers of the well-known Dabrooks' perfumes, announce that a postal card request will bring you full particulars concerning "a wonder" which is soon to be sprung upon the retail trade of the country. If you want to place yourself in line with a good thing, write a postal to this house *immediately.*

PHARMACISTS who cater to the requirements of physicians are coming more and more to recognize the advantages of handling the Mallinckrodt line of chemicals. The Mallinckrodt Chemical Works have always studied carefully the requirements of retail druggists and physicians, and have constantly added to their extensive line new products as soon as their medicinal properties have been recognized. The "M. C. W." chemicals represent a uniformly high standard of purity, which appeals to physicians, and they may be had without additional cost from every wholesale drug house in the country.

THE jury brought in a verdict of "Not guilty." The judge said, admonishingly to the prisoner: "After this you ought to keep away from bad company."

"Yes, your lordship. You will not see me here again in a hurry."—*Tit-Bits.*

JUST WHY.—Why we do many things—many of them foolish—is a psychological problem never likely of satisfactory solution. Why the early manufacturers of soda fountains should have hit upon such a dismally suggestive style of architecture as what is now called "Tombstone" is one of these unanswerable questions; but why latter-day druggists and other dispensers should perpetuate "Ye Olde Style" is still more difficult of comprehension—it is one of the foolish things.

He has only himself to blame who does not before purchasing investigate the merits claimed for modern apparatus, of which the 20th Century Sanitary Fountain is the most conspicuous example. It is a radical departure from old styles, not only in the principles of sanitation but also in appearance. Next to sanitation—pure soda water—the first consideration should be avoidance of the "Tombstone" style which the public has come to distrust—avoidance of the huge

ARGUMENTS

That Will Sell Goods

The brains and experience of a practical and successful Druggist.

The methods that have built the largest and best paying Drug Store in the United States, can be had through our catchy trade bringing Show Cards.

Handsomely illustrated in colors, each a strong selling argument in favor of your store.

Cards that will help sell Sponges, Tooth Powders, Perfumes, Cigars, Brushes, Baby Foods.

Cards that will draw prescription work and general trade.

Twelve distinct styles, 11 x 18, on 6-ply Bristol board, handsomely illustrated in colors—sent to any reputable Druggist anywhere upon request, on 10 days' approval.

If you don't think they'll help you get more business, return them; if you do, they'll cost you 25 cts. each or 12 for $2.50. To some Druggists they are worth $100. Only one dealer in a town can get these cards

You write first.

SCHULTZ CO.

Show Card Experts for Druggists

128 E. 53d St., Chicago.

Druggists, DON'T Experiment!!

With Untried Construction in Metal Chairs, Stools, and Tables.

All Users, of Soda Fountains, if wise, will buy

Andrews'—The Best.

EXTRA-SIZED STEEL ROD, COPPER PLATED AND POLISHED.

Attractive, Artistic, Cleanly and Indestructible,

As well as Inexpensive.

Good for **100 years' wear.** The steel rod used by us EXCLUSIVELY is exactly the correct thing, as is our Jap. copper plating.

Beware of inferior imitations that play out in 60 or 90 days.

Address for Catalogue, Mfrs.,

The A. H. Andrews Co.,

176 Wabash Ave., CHICAGO.

bulk and tiresome sameness of construction of old styles, so that patrons will know you have a new fountain. This is the advertising display which must be largely depended upon to draw trade. Aside from the 20th Century Sanitary Fountain there is practically nothing to distinguish one fountain from another. The purchaser of old-style apparatus has no advantage over his competitor with which to attract public attention—he has bought "the same old thing."

THEY SPEAK FOR THEMSELVES.—The following letters were received by the Century Cash Register Co., Ltd., Humboldt Avenue, Detroit, Mich., from merchants who had accepted the special offer referred to in their advertisement on page 29 of this issue. We would advise all of our readers who contemplate purchasing a cash register to write to this company for full particulars regarding their special offer.

Beaverton, Mich., March 15, 1903.

Century Cash Register Co., Ltd., Detroit, Mich.:

Gentlemen—The machine you sold us has given the greatest satisfaction, not only as to accuracy, but as an ornament and gauge of business transactions. We believe your register is equal, if not superior, to the many high-priced registers on the market. One thing we are sure of, and that is, we would not trade our Century for any other. A salesman of one of the high-priced concerns wanted to trade one of their machines for my Century, but I could not see the economy in paying several prices for any article, and that one inferior to my Century.

Yours very truly,
(Signed) FRANK S. PIERCE,
Druggist.

* * *

Century Cash Register Co., Ltd., Detroit, Mich.:

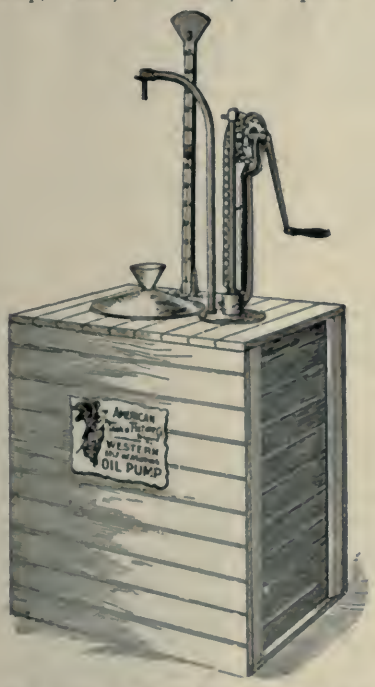
Gentlemen—It did not take us a week to make up our minds as to whether we were going to keep your Century or not—in fact, just three hours had passed when we fully made up our minds to keep same. We have found it more than up-to-date in every respect. One merchant in our city, after examining our machine, said if he had to buy again he would take the Century any time in preference to the $285.00 machine he had bought.

Respectfully yours,
(Signed) M. JOHNSTON,
Hannibal, Mo.

LOCAL ITEM.—"Deacon Jones was in town to-day making a few purchases. His many friends were glad to see him feeling so well."

THE Acorn Brass Manufacturing Company, of Chicago (famous as the manufacturers of the Wonderful Doran Light) have just closed a deal whereby they secure control of the patents on the "Western" and "Crescent" self-measuring oil tanks, and will take the entire output of the factory, which is located at St. Louis, Mo. To those who are not acquainted with the self-measuring tank a little description will not come amiss: The tank is so constructed that it will accurately measure from one-half pint to one-half gallon at a single stroke. It occupies very little room, and is much

more pleasant to look upon than the old style, sweaty, dented, paint-scarred tanks in common use. The points of advantage are obvious. The disagreeable odor so common in the store from dispensing oils is entirely done away with; and the floor is not saturated with oil for yards around, as is the case with the common tank. The dealer can serve his customers with a given quantity of kerosene instantly without recourse to soap, water, and towel, or a piece of dirty waste,



in an attempt to remove the odor from his hands to prevent its transmission to whatever he happens to be serving at the moment. It is as easy to serve a gallon of kerosene as it is to serve a pound of sugar, and can be done in less time and with as great a degree of cleanliness.

The merchant who handles oils is handicapped without it, and it is as much a necessity as a cash register, or any of the other labor- and money-saving devices in common use. The money-saving feature suggests itself. No evaporation, no overmeasuring, and, the most important of all, no time wasted!

The Acorn Brass Manufacturing Company will send their complete catalogue on request.

NUGGETS FROM GEORGIA.—De rainy day is a time fer a man ter stay home en thank God de bill collector can't git out.

Folks what all time callin' fer fire in dis worl' will be de very ones what'll do de loudes' hollerin' fer ice hereafter.

W'en de cow kicks de milk over, stidder beatin' de cow, de wise man turns her out ter graze, en consoles hisse'f by sayin' dat milk ain't healthy, nohow.

Dey calls dis worl' a howlin' wilderness, en yit dey can't lay holt er a man silent enough ter, draw a sal'ry in a sideshow!

I don't study 'bout de question er how many days hit took ter make de worl'; de leadin' question wid me is how many days will I be in it?—*Atlanta Constitution.*

DRUGGISTS are becoming better business men every day. They are finding that they can no longer depend upon scientific knowledge or reputation, but must hustle everlastingly for business. Especially are they studying ways of keeping a close watch of their stock and their business generally by up-to-date and simple bookkeeping methods. Now there is an excellent book on the market which is admirably calcu-

FREE.

ONE DOZEN BOTTLES

OF

Kalamazoo Celery and Sarsaparilla Compound

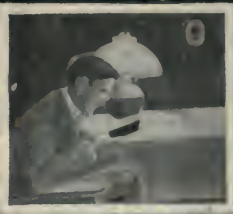
to one druggist in each town.

Write for particulars to

THE P. L. ABBEY CO.,

KALAMAZOO, MICH.

The Best Light



The "Best" Light Gives

5 Times More Light Than Acetylene
6 " " " " Electricity
10 " " " " Kerosene
100 " " " " A Candle

And Costs Less Than Kerosene

Each Lamp Makes and Burns Its Own Gas. A Pure White Steady Light. No Wick! No Dirt! No Grease! No Smoke! No Odor! Perfectly Safe!
Over 100 styles for in-door and out-door use. Sells at Sight.

Agents Wanted Everywhere
Exclusive Territory

Catalogue, Price-list, Testimonials, etc., upon request.

THE BEST LIGHT CO.

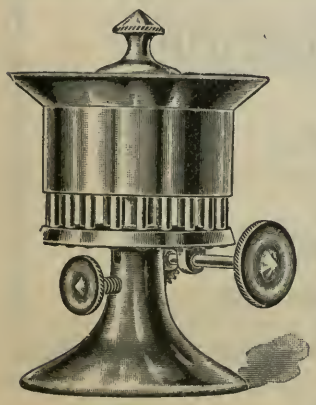
223 East Fifth Street, • • Canton, Ohio.

DRUG, SUNDRY, CONFECTIONERS AND BAKERS SUPPLY HOUSES

THE GEM ICE CREAM SPOON

THE GEM SPOON CO. TROY N.Y.U.S.A.

PRICE $1.50



EASTMAN'S CAPSULE FILLER

(Divides the powder accurately and fills into capsules.)

SIMPLE, PRACTICAL, A GREAT SAVER OF TIME AND LABOR.

It fills five sizes of Capsules, Nos. 4 to 0 inclusive, and will fill twenty Capsules of a size at one operation—in less than 5 minutes. Made of cast brass, nickel plated and polished. An indispensable adjunct to the prescription counter.

WRITE FOR CIRCULAR.

MANUFACTURED BY

L. K. EASTMAN,

1354 Woodward Ave., DETROIT, MICH.

SELLS ON SIGHT

Handsome returns assured to Retail Druggists who will push our

AMERICAN ICE CRACKER

the best device ever placed on the market for preparing ice for table, freezer or packing purposes. No waste in Ice, no scattering.

A Necessity in Every Household.

This useful implement is substantially and durably made. The points are of tempered tool steel, set in a heavy cast-iron head. Write us for special trade prices.

Fargo Creamery Supply House,

LAKE MILLS, WIS.

IMPORTED AND DOMESTIC

TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,

Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

lated to give them the best of practical assistance along this line. Its labor-saving business and bookkeeping methods make it invaluable to every druggist. This book is "The American Business and Accounting Encyclopedia," and it is published by the Bookeeper Publishing Co., of Detroit, Mich. Consult the company's advertisement on advertising page 33 of this issue.

THE Yesbera Manufacturing Co., of Toledo, Ohio, are manufacturers of everything in the way of soda fountain furniture—stools, chairs, and tables of all varieties. Consult the adv. of this company on advertising page 40 of this issue.

A DRUGGIST'S DINNER.—The ten druggists of Ironton, Ohio, recently had a jolly banquet, and this was the unique bill of fare:

MENU.

Tyler's Elixir of Life
Robinson's Wild Cherry Bitters
Blue Mass on the Half-Shell, Slater's Lemon Lotion
Paine's Celery (not compounded) California Appetizers
Druggist's All-Around Tonic a la Brunoise
Family Pills
Bird Food, Herb Dressing and Pink(ham) Sauce
Indian Sagwa Pestled Irish Root
Doc Bryan's Cordial, Non-Poisonous
Mellin's Food Tabloids and Cascaret Patties, Malted Milk Sauce
Imported Pills Vegetable Pills
Tomatoes Farcies aux Druggists' Sundries a la Castoria
Arnold's Cold Cream, Maitre d'Hotel
Slice of Sponge Favorite Prescription
Hoffman's Little Early Risers, Good as Dewitts
Otten's Sugar Coated Pellets
Soothing Syrup Demi Tasse, for Adults
Lulas' Green Seal Frappe
Ball-Warfield Nerve Destroyers, 8 for 25

NOTE.—An extra charge will be made for Pills ordered not on the bill of fare.

A COMBINATION THAT WINS.—Between pages 24 and 25 will be found the current advertisement of the Liquid Carbonic Acid Mfg. Co., in the form of a beautiful insert in three colors and gold, and in referring to this we do so with the belief that our readers cannot fail to be interested—and to their advantage—in a careful perusal of the facts there brought to their notice.

Page one is an artistic design embodying some exceedingly clever illustrative ideas pertaining to the "Liquid's" famous products —"Liquid" Fountains, "Liquid Fruits," and "Diamond Brand" Crushed Fruits, associated with the appetizing suggestion of delicious soda-water as a result of the combination.

Under the caption "Through an Effective Combining of 'Liquid Fruits,' 'Diamond Brand' Crushed Fruits, and a 'Liquid' Fountain is Brought Prosperity to the Soda Dispensers of America," the dispenser is reminded that while he can possibly do "some business" without these high-class and popular accessories of down-to-date soda dispensing, he can, with them, do much more business than he has thought possible. It is simply a matter of his own choice—"some business" or "good business."

"Liquid Fountains" are sold under an absolute and unequivocal guarantee that they are the best soda fountains built, as well as the handsomest and most richly artistic in design; also, on the further guarantee that the system of cooling water and syrups as embodied in their construction is thoroughly practicable in every detail—effecting the dispenser a saving of nearly 50 per cent of ice over other methods, and insuring at all times the dispensing of perfectly ice-cold soda water.

In this connection, the "Liquid's" special white porcelain syrup jars are particularly brought to the attention of the

dispenser as being absolutely sanitary, cleanly, and healthful; and on the whole, "Liquid" fountains are summed up as being *the fountains* that successfully anticipate and meet every requirement of the modern down-to-date dispenser of soda-fountain beverages.

With reference to "Liquid Fruits" and "Diamond Brand" Crushed Fruits, it is suggested that the dispenser who is using inferior grades of fountain syrups and crushed fruits simply because of their cheapness—and by so doing produces an inferior and unpalatable article of soda water, with which he cannot expect to hold the trade of the soda-water public (which is every year becoming more and more particular as to soda beverages)—should investigate the well-known merits of the "Liquid's" products.

For prices, catalogues, and any special information concerning any of the "Liquid's" products, write, wire, or 'phone any one of the numerous branches of the Liquid Carbonic Acid Mfg. Co., at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

SHIFTING THE RESPONSIBILITY.—Knox: "Why do you always put 'dictated' at the bottom of your letters? You have no stenographer."

Knix: "Well, you see, I'm a very poor speller."

A STRONG COMBINATION.—There is no way of getting around the fact that M. P. Gould Company, Drug Advertisers, of New York City, have formed a mighty solid combination of retail druggists in the United States and Canada. The combination is composed of those druggists who are contractors for this company's System of Advertising. M. P. Gould Company inform us that the System is now used by the leading druggists in just about one thousand different localities of the United States, and that not only is the list of druggists in the United States who are using the System growing rapidly, but that they are daily receiving contracts from foreign firms.

That this company are spending considerable money advertising the System, and have been doing it persistently for nearly two years, is proof enough that they have something which is prized highly by retail druggists. We would refer you to their advertisement on another page of this issue. You will notice that there is a coupon attached to the advertisement which is worth $2 in cash to you, providing you accept the proposition. Address all communications to M. P. Gould Company, Bennett Building, Nassau, Fulton and Ann Streets, New York.

NO DRUG PAINT STOCK COMPLETE WITHOUT IT

SUCCESSFUL PHARMACY

$18,600.00 PER YEAR FOR $1.00.

Send me a dollar bill and I will mail you my 24-page Booklet "Successful Pharmacy" delineating my methods of building up a retail drug trade to $18,600.00 per year in a town of 3000 inhabitants. Booklet contains many tested formulas of value, advertising methods, etc.

"The points contained in your booklet are valuable for amateur and older pharmacists."—DR. E. H. BEAN, 3047 Thomas St., St. Louis, Mo.

"A neat little volume of interest to retail druggists."—*Pacific Drug Review.*

"Contains a great deal of value to the pharmacist."—*Spatula.*

"Your booklet is pregnant with useful and practical hints worth many times its price."—J. D. CONNELLAN, Warwick, Queensland, Australia.

SEND DOLLAR AT MY RISK. RESPECTFULLY

R. T. BOWER, 575 Greenwood Avenue, DETROIT, MICH.

BEESWAX

PURE WHITE BEESWAX, "W. H. B."

In cases of 54 lbs.

In round cases of 2 lb. parcels or in oblong cakes loose.

In 1 oz. cakes or 2 lb. parcels.

Plain blocks of 8 lbs. in cases of 280 lbs.

W. H. Bowdlear & Co.

149 Pearl Street,

BOSTON, Mass., U.S.A.

Cable address "Bowdlear, Boston."

As many of you have used and handled our Refined, or Yellow Beeswax, since 1870, give us your order for some of the W. H. B. White Wax in discs, or moons, or tablets, or large blocks. It is STRICTLY PURE, and WE GUARANTEE THE QUALITY. It is sun and air bleached only.

Write us for prices and terms. They are reasonable and liberal.

Correspondence is invited.

"THE ORIGINAL"

CARPENTER'S

WATER-PROOF

LIQUID COURT PLASTER

CAN'T BE BEAT.

Heals Cuts, Burns, Wounds, all Abrasions of the Skin. An invisible, water-proof, pliable, antiseptic, germ destroying plaster, healing rapidly.

We offer $1000.00 for every drop of COLLODION ACID or GUN COTTON found in this composition.

Toilet size . . . 10c. Physicians' size . 25c.

Ask Your Jobber for it.

MANUFACTURED BY CARPENTER CHEMICAL CO., DETROIT, MICH., U.S.A.

FUDDY: "They say that Tawdlin has a fever and is not expected to be out for a long time." Duddy: "A slow fever, I suppose?" Fuddy: "I don't know; but what made you think that?" Duddy: "Well, Tawdlin caught it."—*Boston Transcript.*

EVERY druggist should have a Sanitary Still, and he would then have always at his command a perfectly simple means for providing distilled water, both for prescription use and for sale. This Still, set upon a stove or over a gas flame, will furnish a gallon of pure, sparkling, aerated water per hour without any trouble, and it is not only useful in the laboratory, but is largely in demand for family use. The manufacturers have testimonial letters by the dozens, many of them from

prominent people using the Still in their households. It is also indorsed by many of the colleges, hospitals, and sanitariums throughout the country.

The Sanitary Still is moderate in price, and the druggist can not only use it himself, but there is a large profit on sales to parties who wish to use it for domestic purposes. The booklet which the manufacturers furnish tells all about it, and druggists are requested to write to the A. H. Pierce Mfg. Co., 141 N. Green Street, Chicago, Ill.

"HE: "Won't you sit in this chair, Miss Spooner?"
"Miss Spooner: "After you."—*Punch.*

A BOOM IN THE SODA-FOUNTAIN INDUSTRY.—Mr. W. B. Berry, the genial New England salesman of the American Soda Fountain Co., reports the sale of the following apparatuses and soda-water outfits:

Mr. D. W. Ranlet, of St. Johnsbury, Vt., a marble wall apparatus.

Mr. S. C. Higgins, Costigan, Me., a marble apparatus outfit.

Mr. John McLeod, North Sydney, C. B., an apparatus outfit.

Mr. D. McLean, North Sydney, C. B., a wall apparatus outfit.

Messrs. E. Biden & Son, of Amherst, N. S., a wall apparatus outfit.

Mr. Perley Cotton, Clinton, Me., a fine "American" apparatus.

Mr. C. W. Allen, Brunswick, Me., one of the oldest druggists of the State, has bought a very large "American" apparatus.

Mr. T. H. Cochran, Amherst, N. S., has bought an "American" apparatus outfit.

Mr. P. A. Holmes, Parrsboro, N. S., has bought a large wall apparatus.

Mr. P. D. Sonier, Sydney, C. B., has also purchased a fine marble apparatus.

Mr. A. C. Witham, of St. John, N. B., has placed in his store an elegant marble apparatus.

The above progressive merchants have shown excellent judgment in the selection of "American" apparatuses for their uses. They show also their confidence in the soda-water business for the coming year. Soda water is growing exceedingly in popularity. More people are drinking this healthful beverage than ever before in the history of the country. We wish our friends the very best success.

Poet in the Editorial Sanctum of a Pharmaceutical Journal.—The following clever bit of humorous versification is from the pen of Caswell A. Mayo, the editor of the *American Druggist*, and is borrowed from the *New York Sun:*

THE UP-TO-DATE HOMUNCULUS.

Rock-a-by baby, on the tree top!
When the wind blows, the cradle will rock;
When the bough breaks the cradle will fall,
And down will come baby, cradle and all.

Dear little babykin, born just too late,
Lullabies now have been wiped off the slate.
Up-to-date babies never are rocked,
And if I say "lullaby" mother is shocked.

Your nutriment's measured, the progress you've made
Is jotted down daily as soon as you're weighed;
Your food's predigested; you've nothing to do
But sleep and grow fat—not even to coo.

Perhaps little baby, the new way is best;
In all the care taken you surely are blest.
But after all, baby, the new way is prose,
The old one was poetry, all the world knows.

You'll never hear lullabies crooned sweet and low
While mother's old rocking-chair moves to and fro;
You'll never lie snugly on mother's sweet breast,
Drinking life through her veins, both blessing and blest.

You'll never hear legends of goblins and ghost,
Of Jack and the Giant, Queen Mab and her host;
You'll never learn how to spell "c-a-t," "cat,"
But will read at first sight, and from pictures at that.

You're an up-to-date baby! Maybe it is best
To forego the rocker, the songs and the rest;
But it seems to me, baby, you'll miss quite a lot
Of the romance of life that we old fogies got.

I cannot regret that I was born long ago
When singing and rocking were not counted slow;
When fairies abounded in nursery lore,
And we reveled in legends of oceans of gore.

When the old blue-back speller was found in the schools
And pictures were barred by the strictest of rules;
It seems to me, baby, you're born just too late—
For the romance of babyhood's wiped off the slate.

Druggists who are expert advertisers say with one voice that attractive signs placed in the windows and about the store are among the most successful things that can be utilized to secure trade. They are really "silent salesmen." They are constant reminders to the public that you handle such and such goods. As we write we have before us an uncommonly attractive set of twelve signs, 11 by 18 inches in size. The typography is admirable; the text is catchy and convincing; and each card bears an illustration in color which just sets the thing off beautifully! This set of cards is manufactured by the Schultz Company, show-card advertisers, of 128 East 53d Street, Chicago. They are adapted to

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

All Your Advertising

FOR $2.00 PER MONTH

Our System of Advertising is by far the most satisfactory service that we have ever furnished to retail druggists. It is now used by over eight hundred druggists of this country, and by druggists all over England, Canada, Australia, New Zealand, in India, South America, Switzerland, Hawaii and the West Indies. Could any system be used by so many firms in so many countries if it was not an exceptionally good one? We know that it is good. We want you to know as much as we do about it. Our large pamphlet which we will send you free, tells you just exactly of what our "System" of advertising is composed. When you receive this pamphlet, with our explanatory letter, you will see that we are certainly offering you a service which will strike you as exactly what you need. The System is adapted to all drug stores, big or little, and furnished to **Only One Druggist in a Locality.** Helps you to advertise to the physicians as well as to the people; covers all departments of your store; in fact, furnishes you a complete advertising service. You will like it the same as the hundreds of other good druggists are liking it to-day.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

APRIL.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

RENEWALS ARE WHAT COUNT.

"Enclosed find contract signed for another year of your 'SYSTEM.'"—W. G. GREGORY, Buffalo, N. Y.

"Enclosed find contract signed for another year of 'SYSTEM.'"—LAFLIN DRUG CO., Wymore, Neb.

"Enclosed find order for renewal of contract for another year of your 'SYSTEM' of Advertising."—PAXSON & ROCKEFELLER, Butte, Mont.

"Enclosed find renewal contract for another year. We regard your 'SYSTEM' of material aid to us."—CHAS. L. WRIGHT, Webb City, Mo.

"We are pleased with your 'SYSTEM.' Enclosed find contract for another twelve months."—THE CHAS. H. SAGAR CO., Auburn, N. Y.

"We want your 'SYSTEM.' Find enclosed contract for another year."—HOUSEWORTH BROS., Elkhart, Ind.

"We are more than satisfied with your 'SYSTEM.' Find enclosed our contract for another year."—DRUEHL & FRANKEN, Salt Lake City, Utah.

"Of course we want your 'SYSTEM.' Find enclosed contract for another twelve months."—WM. M. EAMES DRUG CO., Manchester, N. H.

"Nearly one thousand prominent druggists using this 'SYSTEM."—M. P. GOULD CO., New York, N. Y.

M. P. Gould Company

Drug Store and Medical Advertisers

BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

any druggist's business, and they cost him but 25 cents each—or the set of twelve for $2.50. They are much better than anything the druggist could get up himself.

THE PATIENT: O Do—hoc—tor! I've had—hic—coughs for an hour and—hic—can't stop them.

The Doctor: Let me prescribe a sudden shock, my dear sir. Five dollars, please!

RECENT ADDITIONS TO THE MATERIA MEDICA.—Three new preparations have been recently introduced which are deserving of more than ordinary notice in view of the excellent results already reported from their use. The first to which attention is called here is theocin, which is of great interest not only from a medical but chemical point of view, since it is the first alkaloid to be manufactured synthetically on a large scale. In 1888 Kossel isolated from extract of tea-leaves an alkaloid which he named theophyllin, which proved to be a most powerful diuretic, but owing to the small percentage in which it occurs it could not be used therapeutically. This alkaloid belongs to the xanthin group, and after a number of attempts by different chemists to produce it synthetically, a method was finally discovered in the laboratories of the Farbenfabriken of Elberfeld Co. by which it can be manufactured at a moderate cost considering the smallness of the dose required. Theocin appears in the form of fine colorless crystals, having a melting point of 268° C., which are difficultly soluble in alcohol and cold water, but more easily in warm water. The dose is 3 to 5 grains three times daily, best given in tablets or capsules. It has been highly recommended in the dropsy of heart diseases and in that of kidney affections in which too much of the organ has not been destroyed.

Another product is mesotan, concerning which very favorable reports have appeared, ascribing to it almost specific properties as a local analgesic in muscular and articular rheumatism, when used alone or in combination with aspirin or the salicylates. It is the methl oxy-methyl-ester of salicylic acid, occurring as a clear yellow fluid which is miscible with alcohol, ether, and the fixed oils, and readily taken up by the skin, as shown by the prompt appearance of salicylic acid in the urine after its application. If the skin is not too sensitive it may be applied in the pure state, but generally it is recommended to be used in mixtures with equal parts of olive or castor oil.

The third preparation is helmitol, or hexamethylen-tetramin anhydro methylen citrate. It may be regarded as a reënforced hexamethylen-tetramin, both of its components splitting off formaldehyde in the urine, and thereby preventing fermentation and arresting bacterial growth. Unlike hexamethylen-tetramin, helmitol acts equally well in alkaline and uric acid urine, and while liberating much larger amounts of formaldehyde has been found to be free from irritating effects upon the stomach and kidneys. It appears in fine colorless crystals, soluble up to 7 per cent in acidulated

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Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, and results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

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water, but almost insoluble in alcohol. The average dose is 15 grains, four times daily, and the drug is indicated in all diseases of the urethra and bladder in which a urinary antiseptic is required.

Theocin, Mesotan, and Helmitol are supplied by the Farbenfabriken of Elberfeld Co., 40 Stone Street, New York, selling agents for the Bayer pharmaceutical products in the United States.

A WELL INTENTIONED BIBLE LESSON.—The following is clipped from a Shenandoah, Iowa, newspaper: One of the best directed Bible lessons ever taught in Shenandoah was given yesterday in the Jackson Drug Store, the teacher being none other than Mr. T. C. Jackson, the druggist. The facts of the case are as follows: In the afternoon a young lad about twelve years of age entered the drug store to look at the valentines with the seeming intention of making a purchase. However, his real intention was to obtain a valentine without the expense of purchase, and soon Mr. Jackson caught the lad in the act of filching one of the valentines from the counter. Of course the article was not an expensive one, but Mr Jackson thought the boy might as well learn a lesson, and as there was no one else to act as teacher he undertook the responsibilities of that position himself. Taking the boy by force he carried him back of the prescription counter, and there compelled him to be seated on a chair. The boy was in fear and trembling, not knowing what mode of punishment was to be dealt him. Soon Mr. Jackson brought him a Bible, and would not release the lad from custody until the latter had thoroughly memorized the Ten Commandments, together with listening to a good sermon from Mr. Jackson. Of course we cannot tell what the effect of such a punishment will be, but it is certain that the event made an impression on the young lad's mind, which will not be forgotten for some time.

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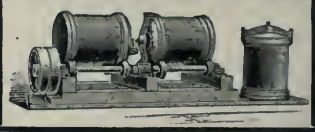

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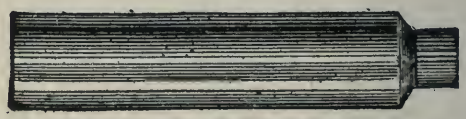

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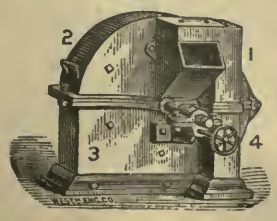

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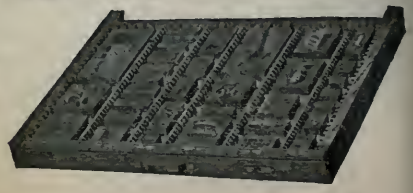

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EDITORIAL.

THE GENESIS OF AMERICAN PHARMACY.

As everybody knows, an essay on the history of American pharmacy was prepared by Dr. Frederick Hoffmann, formerly editor of the *Pharmaceutische Rundschau* of New York, but now a resident of Berlin, for personal presentation at the jubilee meeting of the American Pharmaceutical Association last September. Dr. Hoffmann came to this country to preside over the special historical session and to read his essay, but was compelled through ill health to return to Germany only a few days before the meeting. An abstract of the address was thereupon read by General Secretary Caspari, an intimate friend of the Doctor.

As we write we have just finished reading this address the second time, and we find it full of interesting statements concerning the development of American pharmacy. It deserves a careful reading by every pharmacist in the country, for every one ought to know whence his profession came and whither it goeth. In the early history of every country and race the practice of medicine and pharmacy is confined to one individual; at first this individual is the priest or minister, later on he is the physician; and to this universal rule America was no exception. As the medical art gradually developed and escaped from mere empiricism and quackery, some training for its practice began to be given by means of the apprenticeship method. One of the chief duties of the apprentice was to relieve his master of the pharmaceutical portion of his dual profession. He roamed the woods, gathered herbs, barks, and roots, ground these in a huge iron mortar and then made them into plasters, ointments, tinctures, and extracts. This medical apprentice was the future pharmacist.

By 1765—only a decade before the Revolution—the county had become thickly enough populated, and medical knowledge had sufficiently accumulated, so that the natural separation of the two professions began to take place. Many apprentices turned to pharmacy as a more congenial pursuit than medicine; many physicians, failing to make a success of medicine, took up pharmacy as a later hope; leading physicians, especially those who had now begun to receive their education abroad, preached the doctrine that henceforth medical men should confine themselves to prescribing; and as a result of these several influences the apothecary gradually evolved and assumed characteristics of his own. But the evolution was after all a slow process. The country was yet young; there were few large towns; and the long-continued association of the two professions could not be dissolved in a trice.

If we mistake not, Philadelphia was the largest town during the Revolutionary period. In 1785 it had 40,000 inhabitants; and from another source* than Dr. Hoffmann's essay we learn that there were but twenty apothecaries in the city during that year. Pharmacy had, it is only natural to suppose, reached its completest development here, and it was doubt-

*"The Story of a Very Old Philadelphia Drug Store." By Evan Tyson Ellis, Ph.G.

less the case that there were relatively few apothecaries at this time in other cities, and almost none at all in the country at large.

PHARMACEUTICAL EVOLUTION.

In the preceding editorial the genesis of the American pharmacist has been briefly outlined; and we have seen that his emergence from the dual profession of medicine and pharmacy did not really begin to any extent prior to 1785—four years before the construction of the constitution and the establishment of our present government. But it was yet many years before the process was anything like complete. As late as 1852 it was found that in Maine, New Hampshire, Rhode Island, and Connecticut—all of them among the oldest and most densely populated States of the Union—"the number of drug stores kept by physicians surpassed those kept by apothecaries."

Then, too, the general storekeeper had gradually assumed the functions of apothecary along with those of postmaster, notary public, and pretty much everything else; and during this same year it was reported that in the foregoing States "the stores of general dealers trading also in drugs and medicines far surpassed the number of legitimate drug stores." Between the physician on the one hand and the storekeeper on the other there was apparently very little room for the apothecary! All over the country, indeed, the sale of drugs by merchants was "common and extensive;" and as for the other horn of the dilemma, "as many as fifty-seven of the drug stores in Philadelphia were in 1852 kept by physicians, who left them in the hands of medical apprentices or hired assistants." This was only eight years before the Civil War. It was but fifty years ago.

So that the profession of pharmacy is seen after all to be a very young one in America. Men of high aspirations grumble because we do not move faster and reach a more dignified status. Now grumblers of the right sort are a help rather than a hindrance. By keeping our eyes fixed upon the distant goal they enable us to steer towards it with greater accuracy and persistency. But after all it must be remembered that evolution moves even with exceeding slowness. We may sometimes force a hot-house growth, but it is never wise to do so.

A SEVERE INDICTMENT.

Realizing what a curse the cocaine evil is, and how seriously it threatens the welfare of their calling, the pharmacists of several cities and States have during the present legislative year striven to secure the enactment of effective cocaine measures. Their action cannot be commended in too strong terms, and not too much can be said regarding the danger overhanging the drug trade at large if the evil be not checked in season. Before the Pittsburg Academy of Medicine a month or two ago Dr. Thomas G. Simonton read a paper in which, with manifest fairness and impartiality, he presented facts which are a severe arraignment of the professions of pharmacy and medicine. He declared that too often the cocaine habit results from the careless and indiscriminate administration of the drug by physicians, and he went on to show that the habit, once formed, is maintained and developed by the cupidity of some druggists. Listen to this unvarnished tale of fact:

> In January, 1903, a drug clerk and I procured a colored man and visited twelve drug stores in the lower part of the city, giving him the money to buy the drug, with instructions to ask for fifteen cents' worth of cocaine, and to bear in mind whether any questions were asked in regard to the use of it or what it was for, and also whether he was required to register or enter his name and address in a book. We remained outside the store and watched him. Without the least hesitation in six of the stores the drug was sold to him, no questions being asked, nor his name and address entered in the poison book kept for that purpose and required by law. The result of the afternoon's work was as follows: At six [of the fifteen] stores he procured the drug in a little wooden or pasteboard box. Five of the boxes contained no label, some had the figures "15" on them; one had stamped on one side "Poison, Cocaine, Pittsburg, Pa." *Not one contained the name of the drug store.* Some of the boxes contained crystals; in others the drug was mixed with some finely powdered substance. At one place they refused to sell less than a quarter's worth, so he paid twenty-five cents for that box. Five of the other stores said they would have to have a physician's prescription, and one said they were out of it. The above facts can all be verified by competent witnesses. It is the honest belief of the writer that three thousand ounces, or 1,440,000 grains, is not an unusual amount to pass over a single counter in a year, but actual figures are hard to obtain. In the case of one druggist who has admitted that he sold 40 to 50 ounces a month, this statement was made in the presence of witnesses. Think of one store selling 288,000 grains a year! How much do some of the others sell? In fairness to the profession of pharmacy it can truthfully be said there are druggists who refuse to sell it except by prescription, and some also who refuse to handle the "catarrh cures" that contain cocaine.

It is scarcely necessary to comment on this statement. The facts are there; they cannot be dodged; they should not be dodged; they tell their own story and convey their own moral. It is apparent that there *are* druggists who wilfully pander to the cocaine trade, who deliberately assist in increasing the already large army of habitués, and who, besides doing society a cruel wrong, are heaping upon their own calling a disgrace, and perhaps fastening upon

it a general practice, which can hardly fail to have the most deplorable results. If such druggists will not of their own volition see the danger and avoid it, they should be compelled to do so by the strong arm of the law. Effective legislation against the cocaine evil is imperative; and this legislation should be inspired by pharmacists themselves in order that they may convince society of their disapproval of the acts of the immoral few among themselves, and of their determination to make those acts impossible.

THE COCAINE HABIT.

In the paper referred to in the preceding editorial Dr. Simonton gives some facts concerning the nature of the cocaine habit which it is well to know. Of all drug habits, that of cocaine addiction is the most rapid in its formation, the most terrible in its consequences, and the hardest to correct. Three causes contribute chiefly to the formation of the cocaine habit: (1) The use of proprietary catarrh snuffs having the drug as one of their ingredients; (2) the almost criminal carelessness of the physician in prescribing and administering cocaine without due regard to the possibilities; and (3) association with others who have formed the habit, particularly in the case of prostitutes and ignorant negroes. Once given a start in any of these ways, the victim hurries on to his destruction and reaches the brink of the precipice before he realizes it. He is powerless to help himself. The craving cannot be resisted. The will is paralyzed.

Nor does this present the darkest side of the case. Recovery from the addiction to alcohol, chloral, and even morphine is quite practicable, but it is only partly so from the addiction to cocaine.

Six months to a year is usually required to build these sufferers up and improve their general health so that they may be better prepared to resist the temptation to return to their old habits when set free; and then, how many really stay cured? It may be several years before they take the drug again, but if some ailment associated with pain or some business failure overpowers them, the old desire or craze to be freed from their mental or physical torture returns, and they soon relapse into their former habits. Of all drugs, cocaine addiction is the hardest to break off. Relapses are more common on account of the exhilarating mental effects produced by the drug.

Is it not apparent that any man—any manufacturer of a cocaine-containing snuff, any physician, any pharmacist—is committing a horrible crime against the individual and against society when he either carelessly or deliberately assists in hurrying victims down this road to destruction?

THE OBSERVER'S COLUMN.

The Observer was called upon for "a speech" the other night at a banquet. And there is no place in the world where, without trying at all, one may make such an ass of himself as in an after-dinner talk. Until one does try it, indeed, he cannot realize how sublimely easy it is. Now the Observer doesn't mind speaking in a discussion when some definite question is under debate, when his interest in that question is enlisted, and when his opinions regarding it demand expression—all of which means that when the Observer has something to say he can say it. But to make an after-dinner speech is to do a vastly different thing. Half the time you are given no subject at all; if you *are* given a subject you are not expected to talk about it; and you can't express any serious views, for seriousness is the one thing of all things which merry banqueters don't want and won't listen to except with plain signs of impatience. Entertainment is what is desired. You are expected to get up for five minutes and do a vaudeville "stunt." If you make a hit and arouse hearty laughter you're the cleverest article in sight, but if you don't, Heaven help you! And usually you *don't!*

Well, on this particular occasion 75 or 100 pharmacy students were being banqueted. When the Observer was suddenly called upon by the toastmaster of the evening, the only thing he could think of was three or four stories, and it occurred to him that possibly he could stick these together with a little literary glue and make something like a connected "speech" out of this rather unpromising material. He even arranged the stories in partial order and decided in part upon the general line of treatment. But as soon as he got safely—quite safely—by the first story, he completely forgot which came next in order; the ideas by which the tales were to be connected slipped their halters; and the Observer realized that he was in for it. There was nothing to do but go on, however, and go on he did. The stories were "sprung" somehow—but what an experience it was!

Don't ever make an after-dinner speech if you want to preserve your reputation!

* * *

If the Observer could have gotten through without mishap his "speech" would in part have been something as follows; and it will be seen that even then it would have been bad enough:

"I do not know just what is expected of me on

this occasion [this is the usual introductory sentence], but perhaps a few drug-store experiences which are now matters of ancient history would not be out of place. I have no means of knowing how many of you pharmacy students have had actual experience behind the counter; but those of you who have had it realize that the night-bell is one of the clerk's greatest trials. A Chicago druggist was once called up at 2 A.M. Asking the caller what he desired the man replied: 'My wife sent me after some face powder. Sorry to get you up, but I dare not go home without it.' The druggist was infuriated. Grabbing a pestle and starting for the caller he yelled: 'Get out of here. I haven't enough face powder in the store to cover your wife's cheek!'

"An experience of a different sort was had by a clerk in a Western State. He had heard about the observant druggist who gave a negress black court plaster when asked by her for the flesh-colored product, and he determined he would try this innocent game himself at the first opportunity. He had not long to wait. A week later a good-looking colored girl came into the store and announced that she wanted some 'cou't plastah.' 'What color,' asked the clerk with affected indifference. 'Flesh cullah, sah.' The clerk handed out a package of the black plaster, and as he did so prepared himself for the worst. The girl opened the package with a deliberation that was ominous, but she was unruffled when she noticed the color of the contents. 'Ah guess yo' mus' ah misunderstood mah ordah, sah. Ah asked for flesh-cullah, an' you done gimme skin-cullah.'

"Now passing from these drug-store experiences I want to be serious a minute and express my firm conviction that all this talk about the overcrowding of pharmacy and the other professions is sheer nonsense. There is still plenty of room for the man of good training, of good business ability, of ambition and determination; and this reminds me—an after-dinner orator is always reminded of things, you know—this reminds me of an incident which Mrs. Gilbert, the famous actress of a generation ago, relates in her reminiscences of the stage. The incident shows the converse of the truth I am enunciating. Her company was playing 'Faust' in London. One night when Mephistopheles went to make his easy descent into Hades he got stuck in the trap-door through which he had to pass. Another actor pulled him up a bit and let him drop. He went farther this time, but still he stuck; and after another trial or two the curtain had to be rung down with Mephistopheles sticking head and shoulders above the trap. At this a voice in the gallery shouted out: 'Hurrah, boys, hell's full!' "

* * *

Now these stories aren't new. The Observer doesn't pretend they are. Indeed, they would be out of place if they were, for a new story is never told in an after-dinner speech.

THE MONTH.

THE N. A. R. D. INVADES THE EAST.

Dr. Joseph R. Noel, in charge of the organization work of the N. A. R. D., contributes a paper to the April issue of the *Western Druggist* which may properly be considered as a sort of semiannual report upon the work falling within his jurisdiction. It appears that vigorous and systematic efforts have been put forth during the six months which have intervened since the Cleveland convention. At the present time three widely separated portions of the country are receiving the attention of the organization staff—the north Atlantic, the Gulf, and the Pacific coast States. "Boston (and in fact the whole State of Massachusetts) has been organized almost to a man. All the former cutters are in line, and since March 23 a schedule has been in effect in Boston, something heretofore declared by supposedly competent observers to be utterly impossible." Similar success has been met with in Philadelphia. A price schedule has now for the first time been put into operation; and both Philadelphia and Boston have been thoroughly organized on the district plan. Various portions of Pennsylvania, particularly those about Philadelphia, have been thoroughly organized and price schedules have likewise been put into effect. Neither is there any more "gnashing of teeth in Wheeling (W. Va.) or Trenton (N. J.)." So far as the Pacific coast is concerned, very little has ever been done in that section of the country, but the beginning has at last been made and the work will be pushed vigorously.

* * *

GREATER NEW YORK ATTACKED.

Finally, after organizing Massachusetts and Pennsylvania pretty thoroughly, and successfully establishing price schedules in the large cities of Philadelphia and Boston, the N. A. R. D. has at last "tackled" the severe task presented in Greater New York. Chief Organizer Noel himself spent a week or two on the spot last month in an effort to

get things started properly; and when he returned to Chicago he left in charge a man who seems to have proved himself one of the most successful organizers on the staff, and who deserves most of the credit for the gratifying condition of things which has been brought about in Boston. We refer to Dr. N. W. Hoffman. Greater New York, of course, presents peculiar difficulties. It is the largest city in the country; it contains, we believe, something like 3000 druggists; it has as many different types of communities as a State; and the situation is at best a complicated one. However, while Messrs. Noel and Hoffman are careful not to be too sanguine in their expectations, the work of organization will be conducted with the utmost vigor. As in Chicago, Philadelphia, and Boston, the city will be organized into district or auxiliary associations. There will probably be about 25 of these bodies, and the presidents will constitute the Executive Committee of the whole. The city is so large that many months will doubtless be spent in organizing it, but a tentative minimum price schedule will probably be formulated first and made to precede the actual district organization. Efforts will also be made to bring the large dry-goods' houses into the agreement.

* * *

THE CHICAGO SITUATION.

While the plans of the N. A. R. D. are thus apparently proving so successful in the East, it can only be regretted as unfortunate that in Chicago, the center of the N. A. R. D. system, an outbreak of cutting has quickly torn down the carefully reared structure of two years' effort. The details of the situation are at this writing not available, but it would appear that the determination of several druggists to sell goods at their own figures has made it so difficult for the association to keep its members in line that it has finally thrown the bars down entirely. Somewhat to the contrary, however, the situation is interpreted thus by the *Western Druggist*, which has the advantage of being on the spot: "The Chicago Retail Druggists' Association now proposes to demonstrate its strength. The edict has gone forth that war, vigorous and unrelenting, must be made upon the recreant few who have continued to be a thorn in the side of the association. All price schedules are for the present, therefore, declared off, and deep cuts will be made in prices until such time as those without the fold are willing to seek shelter."

THE UNITED DRUG COMPANY.

The United Drug Company, the stockholders of which are druggists, and the organization of which was reported in the BULLETIN a few months ago, placed its first preparation on the market last month. Advertisements of the specialty appeared simultaneously in newspapers all over the country. A competent advertising manager has been employed by the company, and the newspaper announcements which have been made bear out the promise that the "Rexall" products, as the specialties are called, will be exploited in a most attractive manner. Forty retail druggists in the larger cities of the country subscribed for stock in the company when it was first formed, and since then six hundred other druggists in smaller towns have been chosen as "representatives." Other stockholders and representatives will doubtless be secured from time to time, but, save only in the very largest cities, each town will have but one agent. This is one of the cardinal principles of the company. Originally it was decided to issue $500,000 of common stock, but it has since been found necessary to issue $300,000 more—this time preferred stock, guaranteed at seven per cent and covered by the laboratory property. Applications for stock still continue, and the managers express the confident expectation that the number of retailers connected with the concern will doubtless reach three thousand. The headquarters and the laboratory are located in Boston. Six additional remedies are now under process of manufacture, and in time as many as two hundred may possibly be included in the list.

* * *

"ALL QUIET ON THE POTOMAC."

We have nothing sensational to report this month concerning the pure-drug crusades which have recently aroused so much interest in Greater New York, Washington, D. C., and New Orleans. In the latter city, however, the drug investigations, taken up by the Board of Health, are being continued by the Louisiana Pharmaceutical Association. A special committee has been appointed to make examinations, and more than a hundred specimens, gathered from as many pharmacies, are now being analyzed. The result of the investigation will be presented at the annual meeting of the association, to be held about the time this issue of the BULLETIN reaches its readers. Later investigations have meanwhile been made by the Board of Health in Greater New York, and have apparently failed to result in any damage to pharmacists. About the only inci-

dent last month in that city was the legal conviction of two of the three men arrested the month before for selling camphor made of wood alcohol. They were fined $50 each.

* * *

THE BOSTWICK BILL TRANSFORMED.

The bill which was introduced in the New York legislature as a result of the pure-drug crusade in Greater New York has undergone a complete transformation since our mention of it last month. As amended and combined with the Dowling measure it is practically limited now to a prohibition of substitution. It originally involved manufacturers and jobbers, compelling them to affix dated certificates of purity and the like to their goods; but these two branches of the trade have apparently brought enough influence to bear upon the legislature to cause the amendment of the bill in their favor. The retailers have not been so fortunate. They have attended several hearings at Albany and have given expression to vigorous protest, but at this writing it looks as though the measure would secure a place on the statute book. In a word, the bill makes it a *criminal* act to dispense on a prescription the preparation of one manufacturer when the preparation of another has been prescribed. Under present legislation the druggist can be criminally proceeded against only when any change which he makes in a prescription endangers life or health. The bill has passed both houses of the legislature and is now in the hands of the governor.

* * *

THE EXCISE MEASURE.

With another bill in the New York legislature the druggists have been more fortunate. We refer to the measure increasing the druggist's liquor tax. As we pointed out last month, the druggists of New York State, under the operation of the Raines Law, have for some years been permitted to sell liquor *upon physicians' prescriptions* after payment of the small tax of $5 per year. For two years now the State Excise Commissioner has protested against this low tax. He has declared that the privilege is grossly abused by the great majority of druggists, and to prove his point has caused numerous arrests. Over two hundred were made last year, and a considerable number have been made during the past two or three months. Convictions have followed in a number of instances, and in a few cases these have involved the forfeiture of $500 bonds. A bill increasing the druggist's tax to a rate ranging from $10 to $100 was introduced in the legislature at the behest of the Commissioner, and was vigorously defended by him. The druggists of the State, however, marshaled their forces against it, and the result was that it gave way to another general liquor measure which, signed by the governor last month, provided for an increase in the druggists' tax only from $5 to $7.50. Meanwhile druggists who desire to sell liquor other than on physicians' prescriptions will be permitted to sell not more than a pint, and not to any one person oftener than once in twenty-four hours, upon the use in every instance of a ten-cent stamp contrived for the purpose.

* * *

COCAINE LEGISLATION.

While discussing the subject of legislation, it is of great interest and importance to know what is being done in various States to correct the cocaine evil. Cocaine measures have either passed or are pending in four or five State legislatures. In West Virginia a bill is now law which restricts the sale of cocaine and morphine to physicians' prescriptions. In Pennsylvania no less than three measures were introduced; all three were incorporated into one, and at the present writing this is in the hands of the governor. One of the three original measures prohibited druggists from selling or giving away any proprietary medicine containing cocaine, but we do not know whether this provision was retained or not. A similar provision exists in a measure pending at this writing in the Minnesota legislature, with the exception that proprietaries containing cocaine may be sold if the label announces the presence of the ingredient. An Illinois bill contains a prohibition of a different kind; it forbids physicians from prescribing cocaine for those addicted to its use. As will be seen from an editorial appearing elsewhere in this issue, the two most fruitful causes of cocaine addiction are the use of catarrh snuffs and other preparations containing the drug as an ingredient, and the carelessness or cupidity of physicians. Laws which recognize these facts and strive to offset them are therefore seen to be of great importance.

* * *

ANOTHER COCAINE RAID?

While discussing the cocaine evil it is of interest to note that the District Commissioners of Washington, D. C., are preparing to declare war on drug habits, and to that end have asked the assistance of leading druggists. From investigations made by the Health Department it has been learned that

small boxes of cocaine and opium are widely sold, not only to habitués from the slums, but as well to residents of the fashionable localities. Vigorous efforts will be made to stop this wholesale violation of the law, and in the meantime the attorneys of the District will frame more stringent measures for passage at the next session of Congress. As a gratifying corollary it is also announced that the scientists of the Agricultural Department at Washington will soon begin a thorough study of drug habits from the physiological and sociological points of view. Definite information concerning these aspects of the question is not now available, and the results of the proposed investigation will be of the utmost service in giving the evil that intelligent and efficacious corrective treatment which will be essential to its control and elimination.

* * *

A CHICAGO PLAN. The drug clerks' association in Chicago has allied itself with union labor; but we are informed by Mr. Lee Pedigo, now serving as president of the organization, that no resort to objectionable labor-union methods is contemplated. Indeed, the clerks, if they ever do get in a position where they may exert arbitrary power, expect to use that power solely in the mutual interests of proprietor and employee. They have a very pretty scheme. First they want the proprietors to give them a ten-hour day. This will convince the clerks of the city in general that the association is capable of bringing things about, and the result will be that before long all of them will be members of the association. When that time comes the organization will have a monopoly of the clerk market, and it will use its power in this way: No member will work for any druggist who does not at once adopt and afterwards maintain a full-price schedule on all patents. Proprietors can of course not get along without clerks, and since clerks can then be secured only on these terms, the association believes that full prices will be immediately restored.

* * *

THE LOUISIANA CLERKS. The BULLETIN is in receipt of a letter from the Retail Drug Clerks' Association of Louisiana which indicates that this organization is proving a very successful one. Organized a year and a half ago, it was incorporated in February last; and the objects of the association are declared to be: "To maintain a fraternal spirit among the drug clerks of the State; to promote the social and commercial interests of the members; to assist them in obtaining employment; to report all violations of the pharmacy law; and to cultivate the art of pharmacy." Meetings of the association are held on the first Wednesday of each month, at 10.30 o'clock in the evening. At the last meeting the association adopted an official pin button, the design being that of a mortar and pestle on which appears a skull and cross-bones, together with the letters "R. D. C. A., La." The dues are one dollar quarterly, and the initiation fee is one dollar. Every drug clerk in Louisiana, registered or qualified, is invited to send in at once his application for membership to A. J. Ferry, Secretary, 1243 North Robertson Street, New Orleans.

* * *

GETTING TOGETHER. Last month the druggists of Hyde Park, Chicago, gave the physicians of the section a banquet; and the affair was a gratifying success from every point of view. One hundred and fifty sat down to the tables; flowers and music enlivened and made the occasion beautiful; the menu was everything that could be asked; and the speeches, after all the chief feature of the evening, were notable. Mr. Bodemann, the well-known Chicago pharmacist, devised the toast list, and he so arranged things that pharmacist and physician followed one another in alternation. Subjects of mutual concern to both professions were frankly and comprehensively discussed, and no one doubts that hereafter the druggists and physicians of Hyde Park will work together more harmoniously than has even been the case in the past. To cap all, the appointment was moved of a joint committee to adjust any difficulties that may exist, and particularly to pave the way for more perfect business and social relations, as well as to provide frequent conferences and annual banquets. It is the BULLETIN's firm conviction that the druggists of other cities would do well to follow the example of their Hyde Park brethren.

* * *

THE DEATH OF JOSEPH R. PERRY. The drug trade of Indiana, and indeed of the country in general, lost one of its unique characters in the death, several weeks ago, of Joseph R. Perry, of Indianapolis. Besides being one of the best-educated and most competent druggists of his State, Mr. Perry had rare gifts as a raconteur. Recent issues of the BULLETIN attest this fact. The very clever

sketch which appeared on page 112 of the March BULLETIN, and which bore the title of "An Indiana Hoosier," was from Mr. Perry's facile pen; and one of the best of our many excellent Camp-fire experiences, that contributed to the December BULLETIN of last year, was likewise written by him. Mr. Perry served during the Civil War, and throughout his life since that time he was never more happily placed than as historian of the 57th Indiana Infantry, when, in his own inimitable manner, he told stories of his fellow-soldiers and related moving incidents of camp and field. Those who attend the meetings of the Indiana Pharmaceutical Association, or the annual gatherings of the N. A. R. D. and the A. Ph. A., have been made familiar with Mr. Perry's pleasing smile and rare fund of humor.

* * *

"GREATEST IN THE WORLD!"

The city of Battle Creek, Mich., is known as the home of the bewildering variety of breakfast foods that have been projected upon a long-suffering public during the past few years. Apparently not satisfied with its notoriety in this direction, the city is now making another bid for fame. The newspapers tell us with glaring headlines that "the greatest drug and chemical laboratory in the world" has been projected with a capitalization of $10,000,000, and that thousands of pharmacists and physicians throughout the country will be the investing stockholders. The plan is apparently to manufacture and sell medicaments on the coöperative basis; and a sanitarium will be conducted in connection with the institution. Singularly enough, the association is incorporated under the laws of Maine. This slight to New Jersey is scarcely excusable.

* * *

THE LORD-OWEN FAILURE.

Last month witnessed one of the heaviest bankruptcies which the drug trade has suffered in some time—that of Lord, Owen & Co., the large and well-known jobbing house of Chicago. The liabilities of the partnership are placed at $762,730, and its assets at $315,537. It is stated that the refusal of the Bankers' National Bank to carry the firm for $80,000 precipitated the collapse, and that the predisposing cause was a shrinkage in the value of bicycle and mining stocks in which the house had heavily invested. Mr. Lord, one of the members of the firm, controls the eleven drug stores in Chicago which were brought into a combination a year or two ago. Just what effect the failure will have on these holdings is not now known. Mr. Geo. A. Lord is meanwhile stricken with nervous prostration in a southern sanitarium. The business of the house has been absorbed by Morrisson, Plummer & Co.

* * *

"THE APOTHECARY."

The April issue of the *New England Druggist* bears the interesting announcement that hereafter the journal will appeal, not alone to the druggists of New England, but to the druggists of the country at large. In accordance with this purpose the name of the paper has been changed to *The Apothecary and New England Druggist.* The last four or five years have witnessed the establishment of several drug papers limiting themselves to different sections of the country. Thus we have the *Northwestern Druggist* for the druggists of the Northwest, and the *Southern Druggist* for the druggists of the South. Our Boston contemporary, however, seems to be reversing this order of evolution. It aspires to fill a wider field. The BULLETIN, so far as it may do so with modesty, welcomes *The Apothecary* into the national arena, and wishes it success!

* * *

A DRUGGIST-MAYOR.

From a recent issue of the *Labor Tribune,* of Escanaba, Mich., we learn that the well-known Michigan druggist, Mr. John J. Sourwine, has been elected mayor of Escanaba on the Independent Labor ticket. The *Tribune* declares that the old line party interests, politicians, and newspapers all arrayed themselves against Mr. Sourwine and endeavored to bury him out of sight. All efforts were unavailing, however, and Druggist Sourwine was found at the top of the heap when the election returns had been counted. Our greetings to Mayor Sourwine!

* * *

The New York Board of Pharmacy last month moved against 110 druggists for selling morphine tablets without entering the sale in a poison book.

* * *

The Greater New York pharmacists have succeeded in getting the recent ruling so changed that they will be permitted to handle and sell benzine in small quantities.

* * *

Thomas J. Keenan, associate editor of the *American Druggist,* was married last month to Miss Caroline Louise Kelsh.

A SUCCESSFUL DRUGGIST.

B. S. Cooban, of Chicago—A Man Well Known to Bulletin Readers—His Store; His Professional and Business Methods; His Vigorous Advertising Policy.

To borrow and adapt a time-worn phrase of the toastmaster and the chairman, we may say that the subject of this sketch—B. S. Cooban, of Chicago—"needs no introduction" to a BULLETIN audience. He is already "well and favorably known" to every reader of the journal. His contributions to these pages have been numerous; and frequent references have from time to time been made to his many and varied business and advertising methods. Two or three such references are made elsewhere in the present issue.

MR. B. S. COOBAN, of Chicago, Ill.

Mr. Cooban is a good example of the one type of man who is bound to succeed in the retail drug business as it is conducted to-day. That is to say, he represents the absolutely essential combination of the business and the professional man. When he was graduated from the Chicago College of Pharmacy in '89 he had the high scientific aspirations of the average Ph.G., and he started out to win the race of success with the one horse of professional endeavor. But he soon discovered that he was falling behind—others were shooting by him. He observed that those who traveled fastest had another horse in the traces—the horse of business methods—and it didn't take him long to find one himself and complete the team.

Mr. Cooban has been a very successful druggist; his business has more than doubled since he assumed the ownership of it in '91; and the key to his success may be found in his thorough grasp of these two elements in retail pharmacy. First let us see what he does in a professional way. He prides himself upon the excellence of his preparations. His laboratory is one of the main features of his store, and he is constantly experimenting with a view to making improvements in the quality, taste, and "elegance" of his pharmaceuticals. Then he does considerable work in the chemical and microscopical examination of urine and other like material. He keeps in touch with nurses by handling their supplies; and he has a nurse's directory for the convenience of physicians. He puts up an "obstetrical outfit," a "nurse's outfit," and an "operator's outfit," each of which conveniently comprises the bandages, medicaments, rubber goods, etc., required for the

Mr. Cooban's Store. From this illustration it will be seen that Mr. Cooban has an uncommon opportunity for making fine window displays. Besides the big double window in front, there is one not much smaller on the side, to be seen from two points—from the door platform, and from the side street, there being two panes, set at an angle to one another.

particular purpose. He handles a large assortment of serums, vaccines, and other biological products which modern science has made it necessary for the physician to have readily available.

Now the business man enters into the problem, and reaps the crop which the professional man has sown. With the foregoing list of professional services which he is prepared to render, Mr. Cooban goes to the physician and asks his coöperation—and he gets it! He has no trouble in breeding a conviction that the physician "needs him in his business." It frequently happens, however, that the physician is one who dispenses his own medicines. Does Mr. Cooban give him up as hopeless? Nay, nay! If he can't get a whole loaf he accepts the half rather than go hungry. If he can't get the physician's prescriptions he sells him the tablets and the elixirs with which he dispenses his own prescriptions. And he goes even further than this. If the physician has a private formula which he uses largely Mr. Cooban offers to make it up for him. Business of this sort he is content to do on a close margin. He gets on the "jobbing lists" of manufacturers; he pays cash for goods and gets the discounts; and, thus buying closely, he is enabled to compete with the physician's supply house.

Moreover, he goes after the homeopathic physician as well—sells him his vials, his corks, his globules, his attenuated tinctures. Anything he wants—whatever it may be—Mr. Cooban gets for him. Some of this business doesn't yield a very large margin; but it is usually *cash;* the orders are ordinarily quite large; and the returns are by no means limited to the immediate profits. The good-will of physicians—homeopathic and regular—is secured, and this means far more than the direct cash returns. Does it really? Let us see: Recently Mr. Cooban examined the last 500 prescriptions he had compounded; 89 different physicians were represented in the lot! Last year 12,000 prescriptions were dispensed; and while this wouldn't be remarkable for a down-town store it *is* remarkable for a store in the suburban districts. His pharmacy is located at the corner of 63d Street and Normal Avenue.

Mr. Cooban's salesroom as it now appears.

Not content, though, with what he has already secured from the physicians, Mr. Cooban keeps everlastingly at the task. Eternal vigilance is the price of business advance. He sends physicians a circular or a postal every month, and frequently substitutes for these what is of course much more valuable—a personal call, followed perhaps by the leaving of a sample or two.

And the same aggressive methods are carried out with the general public—even more aggressive ones, indeed. Not much in detail, however, need be said at this time regarding Mr. Cooban's advertising schemes. Reference has been made to them again and again in the BULLETIN, and will continue to be

made from time to time as the editors receive from him specimens of his newer advertisements, and descriptions of his many special plans. The circular, the booklet, the postal card, the counter sign, the

A corner of the laboratory. This is situated on a gallery over the back room. Only a portion of it is shown in the illustration. It is completely equipped, and constitutes one of the chief features of Mr. Cooban's pharmacy.

suburban railway time table, even the legend on the street water-cart—all these are used with success and are made to yield their returns. Particularly good and unusual are Mr. Cooban's special counter signs: they were illustrated and described in the BULLETIN of last March. His clever window displays, too, have been made known from one end of the country to the other through their presentation in these pages.

Perhaps Mr. Cooban is known best to BULLETIN readers, though, by his success with a line of his own specialties. Many of these he has described and given the formulas for in this journal. The whole line has been built up into a very successful feature of his business, so successful, indeed, that within the last year or two he has extended his operations and put two preparations upon the open market—a dyspepsia cure and a "wine of gaduol compound." In making these various specialties Mr. Cooban experiments in the laboratory until he achieves the best possible preparation in every case; and then, in selling that preparation, he does it on the principle of "your money back if not satisfied." He has confidence in his goods, and he gives others confidence in them.

So thorough a business man is Mr. Cooban that he slights no feature—he develops everything as far as he possibly can. So large a cigar trade has been built up that 75 brands are now carried in stock, and many sales are made of goods by the box. The soda fountain, too, is energetically advertised and exploited during the summer season, and a profitable custom has been developed in ice cream, which is made by the "boy" in the basement. Despite the fact that the almost universal price for ice-cream soda is now five cents, Mr. Cooban has no trouble in getting ten. Just as he strains every nerve to make a superior line of specialties, so does he to produce a fine soda; and then he gets the price for it.

Mr. Cooban was born in 1869 in the small Pennsylvania town of Petroleum Center; and if a pun is allowable, perhaps it is no cause for surprise that he is so smooth a "proposition." At 13 he began working in a drug store during out-of-school hours.

Mr. Cooban's salesroom as it appeared in 1894, before he moved and installed new fixtures.

At 16 he cut loose from the school and gave his whole time to the store. At 17 he took the correspondence course of instruction provided by the National Institute of Pharmacy. At 18 he entered the

Chicago College of Pharmacy. At 20 he graduated from this institution, went back to Pennsylvania, did one thing and another for two years, and at 22 returned to Chicago and purchased the business which he now owns.

This was in 1891. Three years later he moved the business across to the opposite corner of the street, put in handsome new fixtures, and made up his mind he would "win out."

He did.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 160 of the April* BULLETIN.)

DISPENSING WHYS.

Why should eye washes and hypodermic solutions be filtered? To be sure that no solid matter is left that would cause irritation.

Why should not all solids be dispensed in the powdered form when there is no danger of chemical reaction? Many of them would not have the effect desired if given in a concentrated form. Many of the very soluble salts are irritating to the alimentary canal.

Why are some solids best given in the form of powders? Because in such form they may act as mechanical protectives, such as bismuth subnitrate, for instance. Some are more pleasant and convenient to take in this way.

Why should such substances as calomel and ipecac be very finely divided? The finer the powders the more active they seem to be.

Why should the following substances not be dispensed in the form of a powder: carbolic acid, calcium bromide, iron and ammonium citrate, potassium acetate, potassium carbonate, potassium hypophosphite, sodium hypophosphite, potassium iodide, sodium iodide, strontium bromide, granular effervescing salts, and sodium bromide? They are hygroscopic or deliquescent.

Why should the following substances not be dispensed in the form of powders: ferrous sulphate, lead acetate, sodium carbonate, sodium sulphate. sodium phosphate, and zinc acetate? They lose water of crystallization and become more concentrated.

Why should the following substances not be dispensed in the form of powders: ammonium carbonate, chloral, lead acetate, camphor, the iodides of mercury, and the salts of silver? Ammonium carbonate loses ammonia and carbon dioxide; chloral is irritating; lead acetate loses acetic acid and becomes insoluble; the iodides of mercury darken; camphor volatilizes; the silver salts are reduced.

Why should the following substances not be prescribed together in the form of powders: antipyrin with carbolic acid, resorcin, or thymol; camphor with carbolic acid, chloral hydrate, menthol, naphtol, resorcin, salol, or thymol; chloral with euphorin, exalgin, phenacetine, menthol, salol, or thymol? They liquefy or form soft masses.

Why should chlorates, permanganates, silver oxide, chromates, or nitrates not be rubbed with organic matter or other reducing matter? Because the liberation of a large amount of gas will cause an explosion.

Why are fibrous drugs frequently useful as pill excipients? They are absorbents and serve to bind the mass together, as well as to aid disintegration of the pill.

Why should althæa be used sparingly as a pill excipient? It contains mucilage and is apt to make the pills hard. Moreover, it makes the mass elastic and hard to roll.

Why are moderately soluble salts better rubbed with a little oil rather than with water in making ointments? If dissolved in water the water will evaporate and the salts will crystallize and possibly become irritating.

Why is a mixture of ammonium acetate and spirit of nitrous ether a good combination? Because as soon as the nitrous radical is liberated from ethyl

nitrite it combines with the ammonia of ammonium acetate and forms ammonium nitrite, which is nearly as active.

Why is an amber bottle better than a blue bottle for silver nitrate solutions? It gives protection from the light as well, and the contents can be more readily seen.

Why is a trace of hypophosphorous acid sometimes added to a solution of physostigmine salicylate? Unless protected the solution soon becomes red-blue, due to the formation of rubeserin. One part of dilute hypophosphorous acid to five hundred of solution is said to be sufficient to keep it.

Why does potassium iodide sometimes cause precipitation of alkaloids from aqueous solutions? Because potassium iodide combines with some alkaloids in strong solution; more often, however, precipitation is due to the alkali carbonate present in the commercial salt.

Why is the presence of alcohol often advisable when an alkaloidal salt is prescribed with other compounds? A large number of compounds precipitate alkaloids; alcohol prevents this precipitation.

Why should a mixture of mercuric chloride and potassium iodide not be given with an aqueous solution of an alkaloidal salt? Mercuric chloride and potassium iodide cause the formation first of mercuric iodide and potassium chloride. Then the mercuric iodide combines with more potassium iodide, forming Mayer's reagent (potassium mercuric iodide), which precipitates alkaloids. Even when the precipitated alkaloid is harmless, the mixture may be dangerous on account of the mercuric compound which is precipitated.

Why are morphine and atropine sometimes given together although they are somewhat antagonistic in physiological action. When given together the atropine is in small amounts, and in such a combination it relieves indigestion and cardiac depression.

(To be continued.)

A UNIQUE IDEA.

Let us hasten to say at the outset that the accompanying illustration does not purport to show a window display in the ordinary sense of the phrase. It depicts an ingenious plan carried out some time ago by Mr. B. S. Cooban, of Chicago—a progressive and wide-awake druggist whose business methods are set forth in an article elsewhere in this issue of the BULLETIN. Some months ago it happened that the store diagonally across from Mr. Cooban was vacant for some weeks. Suddenly it occurred to him that here was an opportunity. So for a modest sum he secured the privilege of using the windows as he saw fit. The illustration shows what he did with them. Nothing further is necessary by way of explanation. It need only be said in conclusion that the windows attracted a good deal of attention, and brought Mr. Cooban considerable trade. Here is a tip to other druggists who may perchance some time have the same opportunity! It is worth bearing in mind.

AROUND THE CAMP-FIRE.

Bulletin Readers Continue to Entertain One Another with Interesting Bits of Personal Experience—The Detective Who was Twenty-seven Years or so Late—The Poison Register That Wasn't Kept in Use—The "Porehouse" Plaster that Wouldn't Stay On.

[NOTE BY THE EDITORS.—We are gratified at being able to keep up this interesting department of the BULLETIN. The three or four contributions given in the present issue are uncommonly good, and we are led to hope and believe from this circumstance that there is still plenty of rich material latent in the minds of pharmacists. Sit down, write it out, and let us have it! You enjoy reading the experiences of others: let them enjoy the reading of yours! This is only fair. Remember that the BULLETIN camp-fire is a place where the BULLETIN Family gathers about for mutual pleasure. Each member should relate a story in turn as he is reached; each should contribute his share of the entertainment.]

THE STORY OF A COUNTERFEIT BILL.

This interesting reminiscence is contributed by Siegmar Miehl, of Indianapolis, Ind., who says that he enjoys the camp-fire series very much and remarks that "if every one would make note of the many interesting incidents which occur in his experience they would make very good reading:"

I was called up at night in the July of 1874 to fill a prescription, and the man was in a great hurry. The prescription called for fluid extract of ergot, two ounces. The man explained that he had been at his neighborhood store some five squares away, and had spent some time trying to arouse the druggist, and, failing, had come to me. Recognizing the urgency (he said his wife was about to be confined), I hastily dispensed the medicine, and the man tendered a ten-dollar bill in payment. The bill was somewhat worn and looked blurred, and when I hesitated in examining it, my customer implored me to please hurry, as he had already lost much time and should have been back home long ago as the doctor was waiting. He gave me his address in the neighborhood of the other drug store, seeming quite familiar with the locality, and said if the bill was not good he would make it right the next day, for at present it was all the money he had with him. I gave him $9.50 in change, thinking if the bill proved counterfeit I could easily find my customer and have him redeem it.

The next morning, upon looking again at the bill, I was not quite sure whether it was good or bad, for while the front looked dubious, the back looked much better, the engraving being quite good. I went to the bank with it, however, to submit it to an expert. After careful examination he pronounced it bad, but quite a clever counterfeit. At this I looked for my man at the address given by him, but nobody of that name lived there, nor was there anybody sick in the house. My neighboring druggist likewise failed to recognize the name. Next I looked for "Dr. Jeffries," by whom the prescription had been signed, but no Dr. Jeffries appeared in the city directory; and then I knew that I had been worked for $9.50 and two ounces of ergot!

Shortly after this I located in another town. About twenty-seven years later a conversation in my store drifted to the subject of counterfeit money. I said that I considered it remarkable how little counterfeit money was offered to one in a lifetime of business, and that I had been caught but once, relating the foregoing incident. About a week later I was mystified by a gentleman, of some importance in appearance, presenting himself, and inquiring if my name was Mr. Miehl. Upon my admitting this he introduced himself as Captain Halls of the United States Secret Service, and said: "I have come to get that counterfeit bill you have."

I told him there must be a mistake, that I had no counterfeit bill, and that none had been offered me for a long time. "But Mr. Brown told me only today that you had related to him how you had been called out at night to fill a prescription and had taken in a counterfeit ten-dollar bill," the captain persisted. It was some minutes before I realized that my story of a week before had brought the captain on the scent, and I smilingly informed him that all that had occurred twenty-seven years ago! For a moment he looked annoyed, but soon joined in the laugh and admitted that he was a trifle late in trying to capture *that* counterfeit.

A SUICIDE CASE.

A subscriber from San Antonio, Texas, submits this rather tragic tale—a tale having a moral which all may easily read:

Wishing to contribute something to the "camp-fire series," I beg leave to relate an experience of mine which happened a few years ago while I was clerking in a northern Wisconsin drug store:

One winter's afternoon, about two o'clock, there came into the store a tall, rough looking man, dressed in the garb of a lumberman. He asked for two ounces of carbolic acid. I put up the acid, labeled it properly, and handed it to him. He asked "how much." I said "twenty cents." He looked out of the window for a moment, slowly reached into his pocket, and drew forth the required amount. His manner was somewhat strange, but the only thought that came to me was that he thought he was being overcharged. I said to myself as he departed through the doorway: "That man thinks I've robbed him."

Other business then demanded my attention, and I thought no more of the incident until about five o'clock, when one of the prominent doctors in town stuck his head in the doorway and said to the proprietor:

"You people sell pretty strong stuff here, don't you?"

I was working back of the case at that moment, but stopped to listen, experiencing a great variety of sensations as the doctor related how he had received a hurried call to the —— Hotel, and, arriving there, had found a man—dead, an empty bottle beside him, bearing the "carbolic acid" label of the ——— Pharmacy, and on a chair by his side a farewell letter to his family. It was a plain case of premeditated suicide.

After the doctor had gone the proprietor came back where I was and asked me if I remembered having sold the poison. I told him that I had, and then we fell to discussing the probabilities of having our "poison register" investigated, and what publicity the store might attain. In regard to the poison register, there hadn't been an entry made in it for over two months. We had been very careless in that respect, but just then we wished very much for a clear, clean record of poison sales, up to date. Not having such a record, we decided to make one, and so we commenced to ransack the remote corners of our brains, trying to remember some of the poison sales we had made during the last two months. The proprietor filled in all the sales he could think of, leaving spaces for me to fill in when I got around to it. So about ten o'clock that night, after the "boss" had gone home, I locked the front door and proceeded to make the poison register show business enough for four ordinary drug stores.*

*Of course this action was reprehensible, and should not be allowed to go without protest, since its publication would otherwise seem to give it sanction. Incidentally this whole experience conveys a lesson regarding the scrupulous keeping of a poison register.—The Editors

I filled in poison sales, bona-fide ones and fictitious ones, until finally I had the register up to date. Then came the carbolic acid sale of the afternoon. You may imagine the peculiar, creepy sensation that stole o'er me as I recorded: Dec. 15th—2 oz. carbolic acid—veterinary use—Mr. John Jones. As I finished writing the customer's name I seemed to feel a sudden chill run down my back, and glancing over my shoulder I half expected to find the suicide's ghost inspecting my work. I was glad to get on my overcoat, lock up, and take a long, brisk walk in the keen night air to settle my nerves.

Of course I was not responsible for the man's death. He was well aware of the toxic properties of carbolic acid, and had bought it for the express purpose of committing suicide. Still, I felt that I had been an important factor in the sad affair. It happened that the man was the father of one of my chums—a young man who clerked across the way; and often after that we had many chats together, but whether he ever associated me with his father's death or not I never knew. The subject was never mentioned by either of us. I have sold lots of poison since then, and quite often, when making a sale, I have scrutinized the face of my customer closely, trying to read his thoughts and intentions, watched him go out of the store, and then gone back to my work wondering if all was well.

We can't always tell,
When a poison we sell,
What the buyer's intentions may be
But we ever should be
Quite careful to see
That it's labeled and done properly.

THE TALE OF A "POREHOUSE" PLASTER.

Geo. A. Cutler, M.D., proprietor of the Fairmount Pharmacy in San Francisco, is responsible for this amusing anecdote:

Some twenty-five years ago I had a drug store and post-office at Hunnewell, Kansas, on the border of the Indian Territory. Among the patrons of the store were many half-breed and full-blood Indians and negroes—in fact a good share of the trade was derived from this source. I had been United States Indian agent for these Indians during the administrations of both Lincoln and Johnson, and had over 20,000 Indians and negroes (who had intermarried in the reservation) to feed and clothe during and after the civil war. I was consequently kindly remembered by them. In fact many came long distances to trade at the store.

Now among the inhabitants of our town was a young physician, Dr. R., who I think afterwards be-

came surgeon in the regular army. Dr. R. was then a young graduate and an excellent physician, but too fond, perhaps, of using technical and professional terms, or rather he did not discriminate between the educated and the ignorant in the language which he used in giving his professional instructions.

One day an old colored woman from the nation —one that I had known for years—came into the store and said "de young doctah had sent her for some med'sin."

"What do you want, auntie?" I asked.

"Well," she replied, "de doctah zamined my ches', and sed my lungs were digested, an' I mus' put a porehouse plaster over de sternum, and take a dose ob pills."

Being quite busy at the time I gave her the porous plaster and the pills, without further questioning, simply telling her how to take the cloth from the face of the plaster. A few days later she came into the store, and I asked her how the medicine had acted.

"De Lawd sakes," she exclaimed, "I had lots of trouble. I puts de porehouse plaster over de sternum, as de doctah sed, and when I sits down it feel mity uncomfor'ble, but I didn't min' dat till de pills 'gin to op'rate and I had to tek de porehouse plaster off. At fus' it kem off mity hard, but de pills op'rate an op'rate, and I has to keep takin de porehouse plaster off, and bimeby it don' stick at all. I wants to ax you how puttin a porehouse plaster over de sternum is gwine to help de ches' anyhow?"

And I "gave it up!"

SIMON N. JONES.

One of the Prominent Leaders of the National Association of Retail Druggists—His Many Services for that Organization—His Pharmacy in Louisville and Something of His Career.

It is safe to say that no name is more familiar to the druggists of the country than that of Simon N. Jones. It is a name which is inseparably linked with the National Association of Retail Druggists, and which shares the credit freely given by American druggists to that organization. Mr. Jones has been one of the three or four chief leaders of the N. A. R. D. since its creation, and that much of its success is due to his efforts cannot be gainsaid.

SIMON N. JONES,
Chairman of the Executive Committee of the N. A. R. D.

Made vice-president at the meeting in St. Louis which witnessed the birth of the organization, he succeeded to the presidency the next year, was a member of the executive committee the third year, and now for two years has filled the important position of chairman of that committee—the committee in which is really centralized the administrative power of the association. In all these capacities Mr. Jones has worked with ability, with energy, with unselfishness, and with great determination. He has given to the cause his time and his strength, his brains and his money; and the druggists of the country owe him a deep debt of gratitude.

The exterior of Mr. Jones's pharmacy in Louisville, Ky.

Mr. Jones was well prepared for his activities on behalf of the N. A. R. D. by an event which occurred as long ago as 1847. During that year he first saw

the light of day in Kentucky. Born in that State—the State of Henry Clay, the greatest orator the country has ever seen; the State of Henry Watterson and many men only less eloquent than Clay; and the State in which every new-born babe begins at once to practice the arts of declamation—born in Kentucky, is it any wonder that Mr. Jones can always address an audience with ease, with power, with conviction? Is it cause for surprise that his words keep men in the path of duty and stimulate them to do their best?

Mr. Jones is a typical Southerner—hospitable, warm-hearted, a jolly companion, a hail fellow well met. He is a loyal friend to the last ditch as long as you "tote fair;" when you cease to do that he turns upon you with scorn—and his is a scorn every man would do well to avoid! For when he "roasts" a thing he does it to a turn. No one, not even another Kentuckian, can do it half so artistically.

It has already been remarked that Mr. Jones was born in Kentucky—Louisville—in 1847. Here he has lived ever since with the exception of two years spent in Cincinnati. Attending the public schools, and graduating from the Academic Department of the University of Louisville, he entered the drug business in 1867 as an apprentice. Two years more saw him established in business with a partner—Sandek & Jones was the firm name. After building up the largest prescription custom which any store in Louisville has ever had, and adding a second store to the field of operations, the firm dissolved partnership in 1870, each member taking one of the stores.

Mr. Jones continued to do a successful business at his stand—First and Jefferson streets—for fifteen years, until 1885. By that time the locality about the store had become changed, and a new store was opened in the business district at Second and Main streets. Here Mr. Jones has been ever since. Two views of this pharmacy are shown in the accompanying engravings.

Interior view of Mr. Jones's store. Mr. Jones himself is seen standing outside the counter, the third figure from the left.

Much could be written of Mr. Jones, but it perhaps need only be said in conclusion that he has always been an active member of the Kentucky Pharmaceutical Association, that he has been on the A. Ph. A. rolls almost long enough to secure a life membership, and that he has almost from its beginning been a member of the Louisville College of Pharmacy, serving now for some years past in either the capacity of a director or the president of the institution.

CREDITS AND COLLECTIONS.

Good, Practical Suggestions from a Druggist Who Has Successfully Wrestled with this Difficult but Most Important Subject—Particularly Sensible Views About Making Collections.

By C. G. BUCHANAN,
Druggist at Wellsburg, W. Va., and Member of the State Legislature.

Of all the unpleasant subjects which the managing pharmacist has to confront him, those of credits and collections are unquestionably the most distasteful, and the hardest of his problems to solve. Denounce it and strive to prevent it as much as they may the fact remains that there are very few druggists who have succeeded, or can succeed, in keeping entirely free from at least some credit business; but one's debtors should be carefully selected, and good and sufficient reasons found for the existence of each one.

WHOM NOT TO GIVE CREDIT.

Whom not to give credit represents the hardest part of the problem, and at best is a gamble, so the druggist should take as few chances as possible, and try to be positive that he is safe in every case. If the person be unknown, then he should frankly tell him so, and ask for what reasons he should give him credit.

It is sometimes a good idea to consult with one's brothers in business, such as the grocer, the butcher, and other storekeepers, as well as the physicians, and find out from those who have had experience what people have reputations for not paying their bills. This information should guide the druggist greatly in giving credit; and in addition to this, the points which he should consider are whether the person be living in excess of his probable income, if he has any property, and when he says he will pay his bills.

And even after the account is started and has been running, one should not relax his vigilance, but should note carefully whether the bills are being paid promptly, and, in the case of people of limited means, if they are holding down the accounts as they should, or whether they appear to be unduly extravagant. This rule is of importance because, while there may be ample reasons for starting the account, it may grow into such a condition that it becomes quite a question as to the advisability of continuing it.

Frequently people will say that they have been out of work or under extra heavy expenses, and ask that the account be let run another month or so. It should then be watched carefully, and if at any time it becomes "shaky," one should not hesitate about withdrawing the credit, since he is doing himself an injustice if he does not. Of course this is meant for those cases where the articles purchased are not absolute necessities, and where it is believed that an attempt is being made to defraud the store. In the few cases where the debtors are having extremely hard luck, and the articles desired are necessary to save life itself, the druggist should be humane enough to help out, even though he knows that he is simply giving goods away.

WHOM TO CREDIT.

Passing to this phase of the question, it may be observed that there are people in every community who have considerable property or a large income, but who, for reasons of their own, desire to run monthly or quarterly accounts with all with whom they deal. This class of trade a druggist should cater to, for the reason that his money is good when he wants it; moreover, his trade will be increased, because, when such people desire anything in his line, they will usually remember their account and send to him for it instead of to the most convenient place, as they would do if they were paying cash. Workingmen of the caliber that draw their money in the afternoon and pay their bills in the evening may be safely trusted, but one should strive to keep the number of his accounts down as low as possible, even at the risk of losing a few good customers. Outside of such cases as these there can be no given rules, because conditions and circumstances vary everywhere, and every man must be his own judge.

HOW TO REFUSE CREDIT

is at best an unpleasant feature of business, and should be so studied as to become an accomplishment in order that the refusal may be made in such a delicate, easy, and gentlemanly way that no one will be offended and therefore the store not injured by revengeful talk. One should come out and say: "No, we cannot trust you," just as few times as possible, for while it may mean the same thing, just as good results will be achieved and four-fifths of

the sting removed if the answer be framed in different language.

One may say: "I am sorry, but I believe we have all the accounts that we can take care of just now." Or he may declare that he cannot give credit for the particular class of goods desired, or that he cannot open accounts at this time of the year as it would soon be time to close the books for the season and he wants to save all the work possible. Where a person wants something charged, say, "until next Saturday," and the druggist does not care about taking the chance, he may say that he only charges things to those with whom he has a regular account; or another good excuse can always be had at hand by adopting at the outset a cash policy. Although exceptions may be made to this cash policy as often as one may see fit, still, in refusing credit, it will prove to be one of the easiest and most convenient methods simply to say: "I am sorry, but we have a cash system."

While these methods will prove effective in nearly every case, there are some people whom this will not satisfy, and who will insist upon having credit. They must then be told the plain, unvarnished fact that they cannot be trusted, and one must sometimes tell them this, unpleasant as the duty is.

In every community there is a certain class of people who might be called "Society Dead Beats"—people who are usually prominent church workers, who dress in the latest style, move in the best society, and make an elegant appearance in every way, yet who owe every one who will trust them, from the milkman up. Their usual method of procedure is for some of the female members of the family to drop in for some small article and then say: "Oh, I forgot my pocketbook. Please charge this until the next time." And this will continue until the bill has assumed good proportions, not one cent of which can be recovered.

For many reasons it is sometimes not politic to turn these people down flat, and yet one must not allow even the beginning of a start to be made. To prevent this they can be met with the answer that the store is run on the cash system, and that it will be impossible to charge the article, but that you will be pleased if they will accept a loan from you of the amount, which you will record on a slip in the drawer, and which they can repay whenever they think of it. In very few cases will there be a failure to repay the small loan, and, after being met with this result on every occasion, it is highly improbable that these individuals will make many attempts to run bills with you. Some of them may eventually even become good cash customers.

COLLECTIONS.

When the account is opened there should, if possible, be an understanding made of the time when it is to be paid. Whether it be every two weeks, once a month, or every quarter, it should be definitely understood, and the druggist should make a decided impression that upon that time he will be after his money and will expect to get it. This is a point of cardinal importance. When the time arrives statements should be mailed or a collector sent the day after, allowing the first day to pass by so that the debtor may have an opportunity to pay the bill unsolicited if he so desires; and in the cases where no specific arrangement as to time is made, the first of every month should be adopted.

If the manager is careful whom he trusts, little more than this will need be done in the way of collecting, but no matter how careful he is, it will almost invariably happen that some cases will arise in which he will have trouble. Very few, and if possible none, of these cases should be placed in the hands of the law; such a course is liable to react, cause more trouble, and lose one more patronage than the account is worth.

Collecting agencies are poor methods, for while they may get results, the same results can be achieved by oneself; moreover, the druggist should not take chances with such people as those whose accounts are usually sent to collecting agencies.

SOME IMPORTANT COLLECTING POINTS.

By reason of the bills being presented every two weeks or every month, there is but little opportunity for the disputing of accounts, but if there should be any it should be settled at once and the debtor's acknowledgment of the amount received; then if he says he cannot pay the bill, ask him when he can, and when the day arrives *either be there or send a collector!* Don't omit it! If one cannot get all the amount due, then he should try to get part of it and ask when he shall call again. Keep this up; call in person; do everything possible to keep the account before the eyes of the debtor. Be on hand at whatever time he may set, and always strive to get at least part of the amount, for if it be only fifty cents or a dollar at a time it will mean that gradually the entire amount will be paid, and it will also convince the debtor of your earnestness.

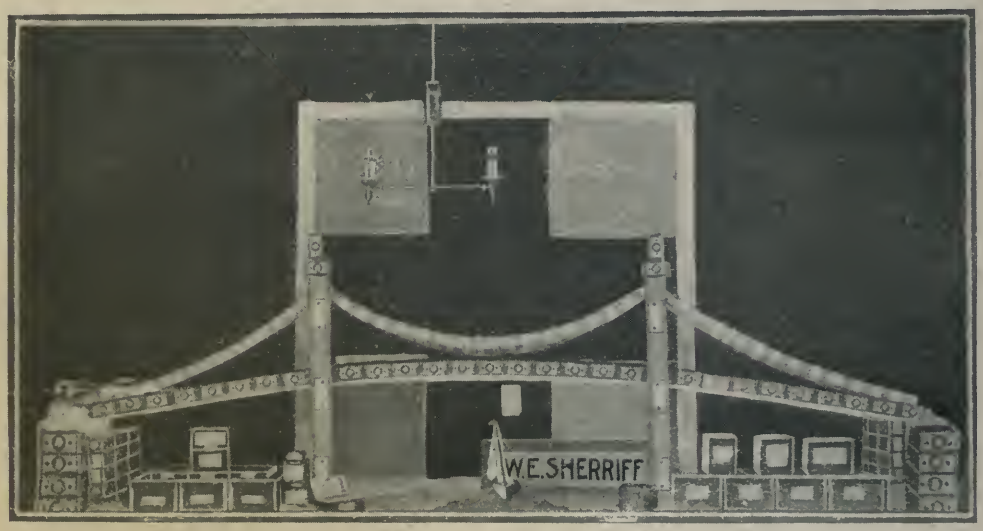
If, however, it is not possible to go, or to have a collector there in person, one should write a firm but polite letter about the bill, and in fact steel his heart to the fact that the bill must be collected and make it a special object to do so.

If a person says he cannot pay for three months

or six months, or whatever time it may be, then an attempt should be made to get his note for the amount with a good indorser, as this will not only guarantee the account but will make it bring interest; or he may get some articles in trade on the account. For instance, a farmer may give chickens, vegetables, or even a pig, which can then be realized on. The idea is for the druggist to get every cent that is coming to him and to keep at it until he does get it, for by so doing he will lose but very little, but will soon gain himself a reputation which will prevent his being annoyed by those who do not intend to pay their bills.

If one realizes that he has been too easy in the past and believes he should resort to firmer tactics, he should do so at once, and do so strictly and conscientiously by closing up the accounts which are bad, as well as those which are even "shaky," and not accepting any but the best in the future. While this course may lose him some little business the cash nature of what he does do will more than even things up.

A WINDOW BRIDGE OF SURGICAL GOODS.



The unique display shown in the accompanying illustration was designed by H. M. Curry, of Ellsworth, Kansas, manager of the pharmacy of W. E. Sherriff, secretary of the Kansas State Board of Pharmacy. Mr. Curry tells us that the window elicited many compliments, not only from physicians, but from the "great public" as well, and was in all respects a notable success. We may remark here that it is a type of the professional display of which more ought to be seen in druggists' windows.

The framework of the bridge was first made in the following manner: The framework for the two towers was constructed of light lumber, and was in each case 12 inches wide and 36 inches high, with a cross-piece in the center upon which rested the floor of the bridge. The two abutments were simply packing-cases 12 or 14 inches square. Then the floor of the bridge was composed of two strips of light batten lumber reaching from abutment to abutment, and resting upon the cross-pieces of the two towers. The swinging cables were made by stringing rolled bandages on wires loosely stretched. As may be seen from the illustration, two-ounce packages of absorbent cotton were placed along the floor of the bridge; one-pound packages of "hospital cotton" were tied to the framework of the towers in order to conceal them; and the same treatment was accorded the packing-cases used as abutments at either end of the window.

The Red Cross emblem was a framework 7 feet square, made of 1 by 4 inch pine strips, covered with white and red bunting and bordered with absorbent cotton. Light-green tissue-paper was crumpled in the bottom of the window to simulate water [perhaps mirrors would have been better], and a small model yacht was apparently passing under the bridge. The balance of the display was made up of various kinds of surgical dressings placed about the window. The arrangement of these may be seen from the illustration.

THE INTERPRETATION OF PRESCRIPTIONS.

More or Less Difficult Specimens Presented and Interestingly Discussed—Reproduction of Actual Prescriptions Received in the Pharmacy—An Exceedingly Valuable and Somewhat Novel Series of Articles.

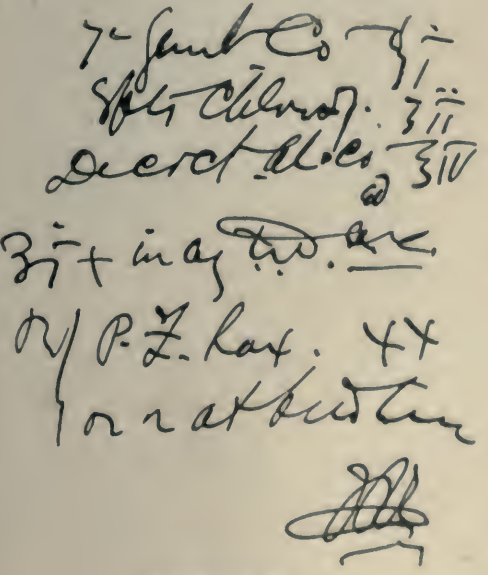
By J. T. PEPPER,

Pharmacist at Woodstock, Ontario, and Examiner in Materia Medica and Prescriptions at the Ontario College of Pharmacy.

(*Continued from page 153 of the April* BULLETIN.)

In prescription No. 11 it is quite apparent that what were called for were tincture of gentian compound, spirits of chloroform, and decoction of aloes compound. The word *"Sig."* is absent from this prescription, as it is also from the one below this. The dose is given as one drachm, followed by the sign "+" (plus) meaning "large"—one large teaspoonful. The little word "in" is quite plain; so is "aq." for "aqua;" and then you get "t.i.d." all written together without taking the pen from the paper. Every person knows what this stands for and what it means, viz., *"ter in die"*—"three times a day." The rest of the directions are "a.c" for *"ante cibum"*—before food. So we get a free translation for the label as follows: "One large teaspoonful in water three times a day before meals."

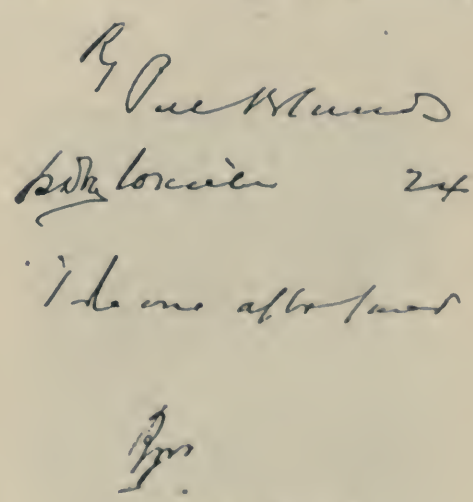
The second prescription on this blank [No. 11]



Prescription No. 11.

is very short. Note the heavy stroke across the tail of the "R" to form the sign "℞" for recipe. The capital "P" stands for pill; the capital "F" for "female," as the prescription is for a woman; and "Lax." is for "laxative." I presume that this is a pill of some special formula which the physician is in the habit of prescribing, and that the druggist where these prescriptions usually go knows what to supply.

Prescription No. 12 calls plainly enough for



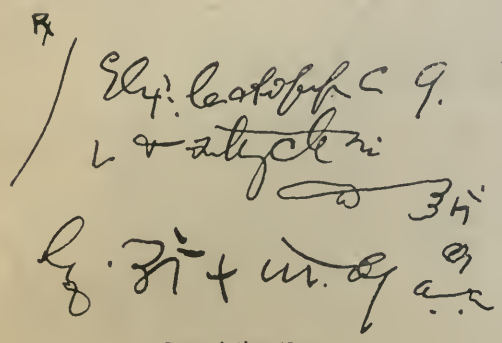
Prescription No. 12.

"Pill Blaud's;" and the few letters at the beginning of the second line, though made hastily and without taking the pen from the paper, are intended to specify the particular make required, viz., "P., D. & Co." At first these letters on the prescription might seem obscure and as though they had no bearing on the prescription proper, while in reality, after looking at them, they are seen to be very plainly written. The next word in the second line also qualifies the character of the pills wanted. The first letter of this word is a small "l." The next letter looks like an "o," but is meant for "a." The third is "x," followed by an "a," which looks more like the "a" in the word "Blaud's" than the preceding "a" of this word. The next letter is a "t," with the cross-stroke slanting towards the letter itself. So far we have "Laxat," but the rest of the word we must surmise, and I think it is "ive," making the word "laxative." There are Blaud's pills qualified by the word "laxa-

tive," and they are so described in the manufacturer's price list.

The first word of the directions is not very plain. The first letter is "t," and by comparison is seen to look like the "t" in the word "laxative" above. The next letter, which should be an "a," does not seem to appear at all. The third letter is "k," followed by an "e." The word is "take." We might almost suggest the word to be "take" from its position and from the rest of the sentence, which is "one after food," meaning, of course, "one pill." From part of the directions which can be made out without the shadow of a doubt, it is easy to think that this first word might be "take."

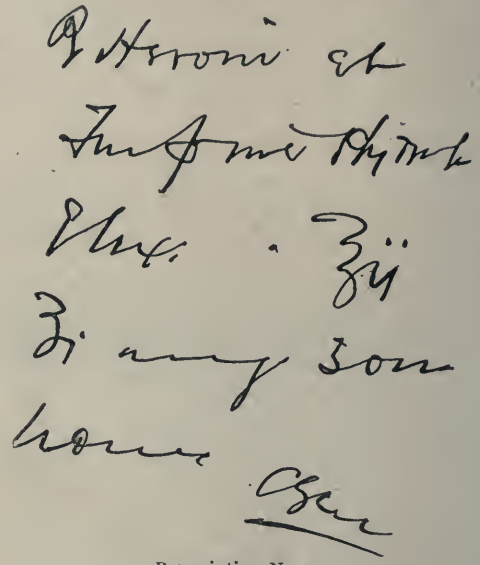
Prescription No. 13 is a short one, and only calls



Prescription No. 13.

for one preparation. It is easy to make out the first abbreviation as "Elix." for "Elixir," but the next word is not so easy. But we soon discover it to be "lactopep." for lactopeptine. The single letter "c," following it standing all alone, is the abbreviation for the Latin "*cum,*" meaning "with." The next character, and the last on the first line, might be taken for the letter "g," or the figure "9," but is really meant for a "q," to represent the word "quinine." The single stroke with a little curve at the bottom commencing the next line is intended for the letter "i," although it has no dot above it, and neither is it a capital "I," which we might expect to see here to represent the word "Iron." The next character is our sign for "and." Lastly we get the word strychnine plainly enough, making the order call for elixir of lactopeptine with quinine, iron, and strychnine. The presence of the "ad" in this prescription seems unnecessary, as there is but one preparation mentioned. The quantity might be taken by some pharmacists for two ounces, but it is really six ounces that is wanted. The two numerals are "V" and "I," making a total of six. The sign for "Misce" is just below the quantity. The scrawl for "Sig" could never be made out only that we know what it must be from its position. The sign "+," plus, after the "ʒj" is meant to be translated "large." The next word is the preposition "in." And next comes "aq." for "aqua." Then "a. c." for "*ante cibos*"—"before meals." "One large teaspoonful in water before meals."

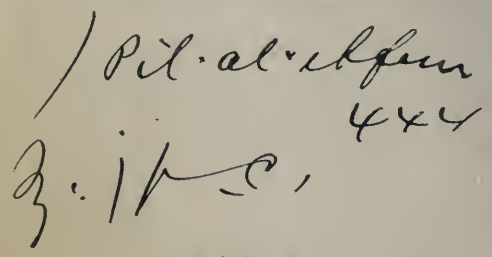
In prescription No. 14 one of the ingredients of the



Prescription No. 14.

elixir desired is written first. Usually we expect to see the word indicating the kind of preparation come first, but in this instance the word "elix." is, strangely enough, placed last. However, no one would have any difficulty in realizing that the order called for elixir of heroin and terpin hydrate. The directions to the patient are not very distinct. The dose, one drachm or one teaspoonful, is plain enough, however. The next word is meant for "every." The figure "3" is quite plain, but the figure "4" is very indistinct. The last stroke to make the figure "4" is very faint. The whole expression, "3 or 4," has been written apparently without taking the pencil from the paper. The last word is "hours." The abbreviation "*Sig*" is missing from this prescription.

Prescription No. 15 is an order for pills. "Pil."



Prescription No. 15.

is the first word, followed by the second word, which is contracted to "al.," a short way of writing

"aloes." The Latin conjunction *"et"* is the next word and is translated "and." The fourth word is "ferri," the Latin word for "iron." The prescription thus calls for thirty pills of aloes and iron. You see the character which stands for *"Sig."* The directions to the patient are stated very briefly, and yet the statement contains all that is necessary. The dose and the time of taking are both expressed clearly. The dose is "j," and "p. c.," standing for *post cebum* (after food or meals), completes the directions.

(To be continued.)

HOW "SOLUBLE ELASTIC CAPSULES" ARE MADE.

By CUVIER R. MARSHALL, A.M., M.D.

"Soluble elastic capsules" are among the newer inventions in the realm of manufacturing pharmacy; and doubtless nearly every druggist is curious to know how they are manufactured and filled—for it is not easy to see how the somewhat curious things are made.

Soluble elastic capsules are practically hand-made. The jelly-like composition is first melted on a water-bath kept at a temperature of about 40° C. by means of a coil of steam-pipe. Then highly polished brass molds, fixed in a wooden bar, are dipped for a few moments into the liquid, a film of which adheres to the surface of the molds. An attendant is seen performing this operation in the first illustration. The molds are lifted from the solution with care to avoid the collection of an excess of fluid and the formation of bubbles, and the bar is placed at the upper end of the groove formed by the periphery of the wheels and the frame of the apparatus in front of the operator. It should be added that the ends of the bar are rounded and fit the groove closely. As the wheels revolve toward the operator the descending bar traverses the groove, turning the molds over and over and giving the gelatin film the opportunity to "set" evenly on the surface of the molds. The bar passes backward from the lower end of the groove, onto a horizontal track, from which it is taken by a young woman who with nimble fingers dexterously pulls or strips the capsules from the molds without injury or loss of time. The stripping operation is shown in the second illustration.

Dipping the molds into the melted gelatin composition.

The necks of the capsules are then trimmed, when they are ready for the filling operation. For this purpose they are first arranged in an upright position upon a wooden support which is placed beneath a metal vessel, shaped like a percolator, the outlet terminating in a fine nozzle controlled by a stop-cock. The operator fills each capsule by turning the cock, allowing a fine stream of the liquid to flow into the capsule. Care is taken not to permit the fluid to overflow, which would prevent perfect sealing.

Stripping the capsules from the molds.

As rapidly as the capsules are filled they are passed along to operators who seal them, using for the purpose a drop of the melted composition of which the capsules are made, and applying it with a glass rod. After standing until thoroughly dry, the capsules are

tested to detect leakage or other imperfection, when they are prepared for shipment.

Soluble elastic capsules are used chiefly in the administration of oils or oleaginous mixtures. On account of their free solubility in water they cannot be utilized for the enclosure of aqueous solutions. The material of which the shell is composed is a mixture of gelatin and glycerin in proportions varying according to the quality of the gelatin and the degree of purity of the glycerin. Only the purest and very finest neutral French gelatin and chemically pure glycerin should be used; and the capsules should be, for this reason, very soluble and flexible, as transparent as crystal, and yet not in the least fragile. In fact it is remarkable to what an extent properly-made capsules will resist injury in commercial handling.

It is only necessary to add by way of explanation that the accompanying illustrations were made in the Detroit laboratories of Parke, Davis & Co.

HABITS.*

General and Pharmaceutical—Their Supreme Importance—How Bad Ones Can Be Eliminated—How Good Ones Can Be Formed—Four in Particular which Every Young Pharmacist Should Acquire—Benjamin Franklin's Interesting and Suggestive Experience with Habits.

By HARRY B. MASON, Ph.G.

(*Concluded from page 157 of the April* BULLETIN.)

[NOTE BY THE EDITORS.—In the first portion of this lecture, printed in last month's BULLETIN, the author laid down the general proposition that habit is the strongest motive power in our lives. The great majority of the things we do spring unconsciously and inevitably from habits of mind and body. The formation of such habits, then, as will lead us naturally to do the wise and the right thing is a matter of supreme importance; and these habits may readily be acquired during the formative period of young manhood if one goes about the task with system, energy, and determination.]

And now I want to speak for a few minutes about four habits which personal experience from behind the counter, joined to considerable observation from outside the counter, have taught me should be cultivated by every young pharmacist. All four are dreadfully commonplace and simple—so much so, indeed, that I hesitate to speak of them—and yet, plain and humble as they are, I have grown to believe that all four are nevertheless possessed of the greatest importance. Let me say at the outset, however, that in recommending the formation of these four habits, I do not mean for a moment to infer that they are absent from among you. This I want you to understand clearly, lest you think me harsh and unsympathetic, and steel yourselves against what I shall say to you. Doubtless all of you have at least one or two of these four habits already formed; and it is quite likely that a few have even all of them. You are therefore at liberty to put on as many of the four garments as seem to you good fits, though I hope you will be somewhat liberal in your judgments and accept as many of them as possible.

THE HABIT OF COURTESY.

The first habit of which I shall speak is courtesy. During my own college days there were a few classmates who felt considerable disdain of this virtue. "Courtesy? Why, that belongs to plain people. I am being given a fine education. I shall be far above the rank and file of pharmacists when I enter the profession. I shall awe my customers with the excellent training I have received. I won't have to be courteous. Besides, courtesy is servility, and is galling to one's pride."

Now this was a most serious mistake. In the first place, courtesy is not incompatible with pride and dignity. Courtesy, indeed, is the very essence of these qualities. Pride without courtesy is mere egotism; dignity without courtesy is mere arrogance. And there is nothing that will make one so generally disliked and avoided as egotism and arrogance On the other hand, courtesy in its broad sense—courtesy that suffereth long and is kind, courtesy that doth not behave itself unseemly, courtesy that is linked with infinite patience, that doth not yield itself to temper or intolerance—such courtesy is the very best capital upon which a pharmacist can do business. It will yield more in returns than any other single thing—more than education, more than skill, more than commercial ability.

As an editor I have for five years now been studying the methods of pharmacists. I have been en-

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*Lecture delivered before the students of the University of Michigan, Department of Pharmacy, on March 12, 1903.

deavoring to determine what has most to do with their successes and their failures. I have been watching the application of different plans and personal qualities by different men under different conditions. And I am convinced that popularity is the strongest single attraction to trade in the retail drug business. I have seen a finely-equipped man, possessed of a finely-equipped store, and carrying on constantly an energetic advertising campaign, fail to build up a large business because he was personally unpopular. And I have seen another man, not so well educated, having a much poorer stock, advertising less skilfully and continuously—I have seen such a man succeed because the people liked him, because they found it a pleasure to trade with him, because he had the habit of courtesy.

Personally I will not, as a customer, go to any store where the proprietor or clerk is not courteous and agreeable. I could mention a dozen salesmen in the Detroit stores whom I avoid as I would the pest. I don't like them. Their manners are disagreeable to me. However excellent their goods, however enticing their prices, I'll have nothing to do with them. And this is exactly the attitude of people in general. Superiority of stock or skill will prove no attraction if the man behind the counter is not agreeable to them. Education is wasted, advertising is wasted, time and money are wasted, unless backed up by courtesy and popularity.

So I say to you, gentlemen, cultivate the habit of courtesy. Make it one of the chief purposes of your business life to be agreeable to people. Be patient with them whatever their crotchets. Humor them in their opinions. Avoid rubbing them the wrong way. Learn to smile with them pleasantly. Show an interest in their welfare. Ask kindly after their sick relatives. Practice these things unceasingly until they become a second nature to you—until you are courteous through habit and not merely through resolve. It will not be easy sometimes. People are of all kinds and conditions; they are full of eccentricities; they make unreasonable demands; and to keep one's patience is often a task calling for the moral strength of a Washington. But stick to it. Determine you *will* succeed. Make up your mind you *will* be patient, you *will* be agreeable; and depend upon it that in time the success of Franklin will be your success.

THE HABIT OF CLEANLINESS.

The second habit of which I shall speak is the one that a familiar proverb puts next to godliness. Need I say it is cleanliness? This virtue in particular is so plain and humble that I speak of it with considerable hesitancy, and yet I wish I could convince you how important it really is. I wish I could bring you wholly to my point of view. Next to courtesy and popularity, perhaps a clean and neat store is the best drawing card a pharmacist possesses. I have seen this exemplified so often. Here is a man on one corner with a store always kept in spick-and-span order, with windows shining, with show-bottles singing their own praises, with show-cases free from spots and dirt inside and out, and with everything, indeed, telling the one story of cleanliness. Down the street a block or two is another store where the windows haven't been washed in a month or two, where everything within the window is covered with flyspecks and dust, where the cases in the salesroom are almost smoky with accumulated incrustations, and where all things with one voice tell the story of uncleanliness. Which of these stores will the people flock to? Need I say?

We do not realize how much we are all judged by externals. Neither do we appreciate the strength of the relation which really exists between external and internal characteristics. If our store is dirty people unconsciously assume that we are dirty in our prescription work, that our utensils are not clean, that our drugs are old, musty, and worm-eaten; and in most cases they are not far from wrong. I want to be honest with you. I do not want to practice any deception. I know there have been unclean and ill-kept drug stores where a good business was done—where courtesy and skill and energetic commercial methods have prevailed. I have known of two or three such stores myself. But they are the exceptions. The handicap is so great that it is not often overcome. Not one of you before me to-day can afford to hang this millstone about your neck. It would be suicidal.

Therefore, I say, gentlemen, cultivate assiduously the habit of cleanliness. Tolerate no weakness of easy-going in yourself. Keep your store constantly up to the highest pitch of neatness. Have your windows, your show-bottles, your show-cases, your counters—have all things as clean as they can be made. Buy handsome fixtures if you can afford them. Make your store as elegant as your means will permit. And do not overlook your person. Keep yourself as clean and neat as your pharmacy. Do not hesitate to use the whisk-broom and the blacking brush. Do not try to keep your laundry bills down. Do not wait upon customers in your shirt-sleeves. Do not smoke a cigar in the salesroom. Keep yourself and your store immaculate, and

if you are a clerk you will soon find that your services are in good demand, while if you are a proprietor you will make the gratifying discovery that you are giving your neighbor down the street a "fine race for his money."

THE HABIT OF INDUSTRY.

The third habit which I desire to mention is industry. This virtue is dinned into one's ears from the cradle to the grave. At the grammar or "district" school our writing books have injunctions regarding its practice; at our graduation commencement orators eloquently beseech us to listen to its teachings; and when we get older we read biographies which point out its supreme importance in the race for success. We hear so much indeed about the value of industry that we are always in danger of getting unutterably weary of the whole subject and throwing it aside in disgust. But we should remember that the really important things in life are and must be always with us; and we should school ourselves against feeling that contempt or that indifference which too often spring from close familiarity.

What I shall have to say about industry will not occupy much space. I can sum my message up in these four words: "DON'T WASTE YOUR TIME!" There are few men in the world who know how to use their time to good advantage—very, very few. They waste precious hours and minutes without knowing it, and their familiar remark is, when asked why they do not perform this duty or that, "I haven't time for it; I am too busy." They *do* have the time, but they don't know how to use it.

Particularly is this true of the druggist. His is a peculiar business. Instead of having, as men of most occupations have, a certain number of prescribed hours—seven, or eight, or nine—during which he is continuously occupied at his calling each day, he fills in the whole span from rising to retiring; and his period of daily leisure, instead of coming altogether in the evening, is scattered throughout the day, with five minutes here and ten minutes there. These bits of leisure lend themselves to profitable employment; they are full of possibilities; but I venture to say that seven out of ten druggists unthinkingly permit them to go to waste.

Now there are numbers of these five and ten minute periods in a day; and every one of them is an OPPORTUNITY! Every one of them is a precious stone that should be husbanded with great care. In the aggregate they mean wealth—wealth of time, wealth of achievement, wealth of possibility. Don't waste them. Don't allow them to flit by unemployed. Use them—grasp them—seize upon them! It is not for me to suggest what may be done during such intervals. There are always hosts of things to do. The store must be kept neat and in order; the shelf bottles must be kept filled; manufacturing operations must keep pace with demand; vigorous advertising methods must be employed; new schemes must be evolved; the bookkeeping must be kept up to the minute; certain goods must be kept put up in five- and ten-cent packages; the drug journals must be carefully read; books and periodicals must be perused in order that one may be an intelligent man in the community; one must keep up his scientific and professional studies; and he must do the things which make him more competent and more indispensable in his calling. All these things, together with many others that might be mentioned, take time, and they can all be done if the precious minutes of opportunity are seized upon as fast as they appear.

I would advise you earnestly to adopt the rule of doing *something* every time an instant offers, no matter how short it is, or how slight the opportunity may seem to be. Follow this rule out faithfully and continuously; keep everlastingly at it; and in time you will successfully cultivate the precious habit of industry. You will then find yourself naturally and unconsciously turning at every bit of leisure to some duty; and you will discover that if you do not do this you will feel the natural discomfort which comes from violating a law of your nature. When that period is reached the habit of industry will have been formed, and you will have equipped yourself with an instrument which will be like unto Excalibur, the magic sword with which King Arthur achieved such remarkable things.

THE HABIT OF ORDER.

And now in the fourth and last place I want to speak of a habit which is closely allied to that of industry, and which enables one to make the most of the time afforded him. I refer to the habit of order. In his "Essay on Man," Pope says that

> "Order is Heaven's first law; and this confest,
> Some are, and must be, greater than the rest."

And the importance and significance which he gives to this factor seem to me abundantly justified. For order and method, perhaps more than any other single element save genius or transcendent ability, determine how much we shall accomplish in life and what our measure of success shall be. It would be interesting to know how many business failures are due to the absence of this quality. All sorts of

reasons are given in the commercial reports for failures, but I have an idea that if it were possible to get at the real truth, we should find in the great majority of cases that this one fault is the thing which undermines the whole structure.

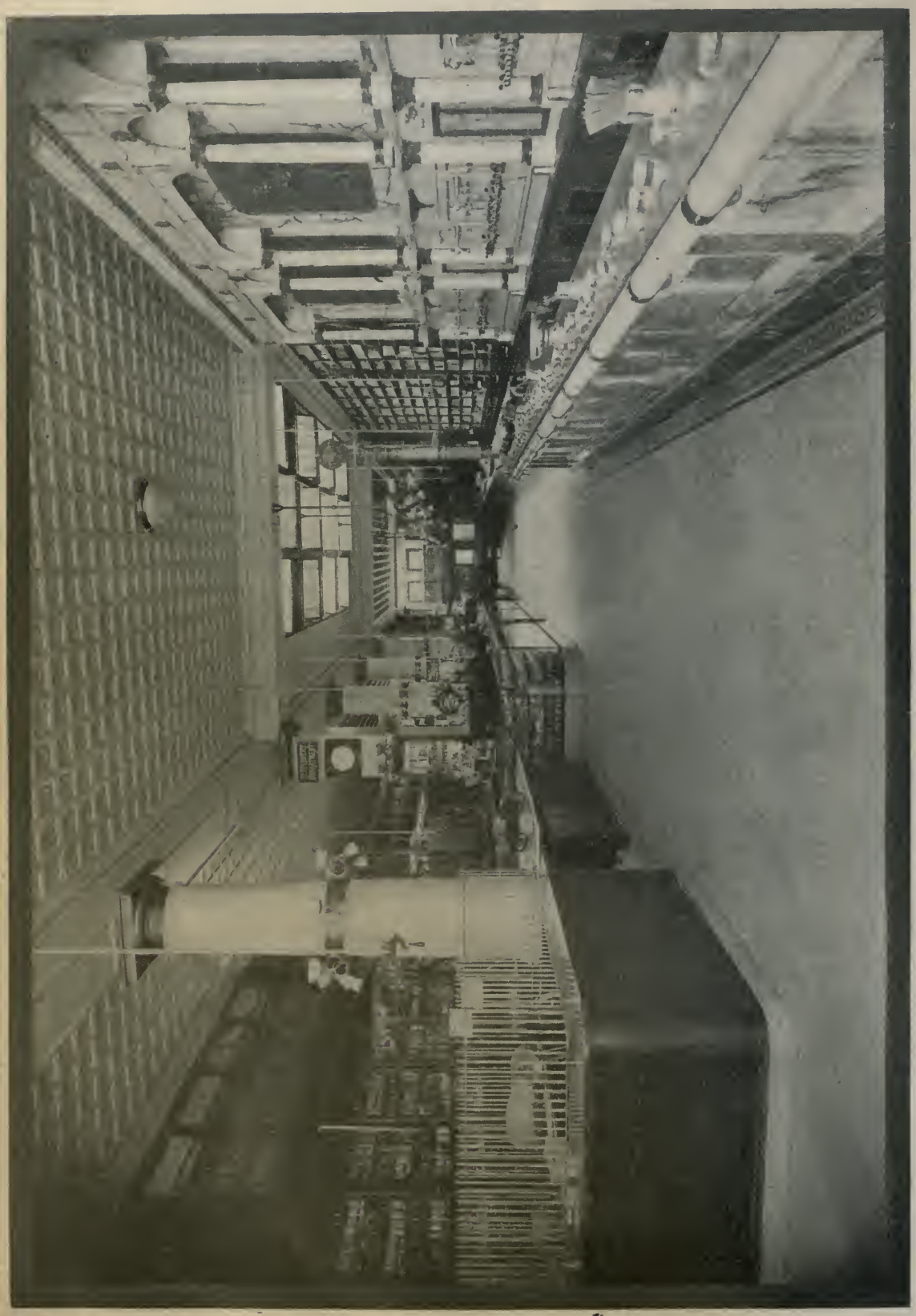
Let me relate an instance within my own knowledge. Several years ago a friend of mine was established in a retail pharmacy by his father. He had received a good general education. He had graduated in pharmacy. He was bright, affable, and popular. Apparently his future was full of promise. The store was well stocked and handsomely furnished, and the young man began his business career under the most auspicious circumstances. But a fatal defect was soon made evident. He was lacking in the quality of order. Everything about the store was before long in a hit-and-miss condition. Instead of there being "a place for everything and everything in its place," there were all places for all things and nothing could be found when it was needed. The want book was not kept in a systematic manner; the stock was not subjected to careful observation; and soon customers had to be told all too frequently that the article which they wanted was "just out." The duty of to-day was always put off until to-morrow; to-morrow in turn brought its own set of duties; and the accumulation was always so great that nothing was ever done. There was no method in the paying of bills; cash discounts were not taken advantage of; invoices were usually remitted for only when repeated demands had been made; and the young man's credit began to dwindle. Prescription dispensing was done wholly without method; and one error nearly brought the business solidly against the wall of ruin. Inventories were never taken; there was no adequate system of bookkeeping; the real condition of the business was accordingly never known; it was not discovered that the expenses were out of all proportion to the profits; the fact escaped attention that the stock had gradually decreased; more and more bills meanwhile accumulated; there was insufficient money to pay them with; and at last one fine morning the whole thing went "up in smoke," and the "old man" had the blessed privilege which fond fathers often enjoy of going down in his jeans for a couple of thousand!

This is no imaginary tale; nor have I overdrawn it in the least. It is a true, not a fanciful picture. And it faithfully represents a condition of things which is all too common. Over and over again a man of education, of ability, a man "clean" and courteous and popular, secures a good trade, works up a nice business, and then suffers the worm of disorder to gnaw through the roots of the tree and ruin its beauty and its usefulness. I tell you, gentlemen, if you would accomplish things, and if you would retain what you accomplish, you must cultivate the habit of order. You must do things with regularity and system and method. You must arrange the work of the store so far as possible into a definite schedule. You must have one day of the week, say, for manufacturing; another for cleaning and redressing the windows; and another, perhaps, for paying bills. You must have an orderly system in the dispensing of prescriptions. You must follow a regular plan of checking and examining goods when they come in from the jobber or the manufacturer. You must have an adequate method of keeping a close watch of your stock. . You must buy systematically and keep your goods in proper condition. The work of to-day you must do to-day, for to-morrow can be depended upon to bring its own troubles. And you must do these things until you get in the habit of doing them. Do them until it becomes natural to do them—until you could not act otherwise without inflicting pain on yourself. And remember that

> "Order is Heaven's first law; and this confest,
> Some are, and must be, greater than the rest."

THE LAST WORD.

Now I might go on to speak of other habits—of others just as important as these I have mentioned, perhaps more important, indeed. I might consider, for instance, the habit of study, or the habit of carefulness in dispensing. But I don't want to weary you; neither do I want to ask so much that you will throw the whole thing aside as impracticable. To form habits is admittedly not the easiest thing in the world; and these four will keep you adequately employed for some time. If so be that you choose to set about their formation, and if you attain a fair measure of success with them, you can undertake the cultivation of such others as then seem to you important and desirable. But even if, as pharmacists, you stop with the habits of courtesy, cleanliness, industry and order, you will have increased your capacity for success to an extent which will far more than repay you for the effort. This I cannot assure you of with too much conviction and certainty. And of one more thing I want to assure you: not only will these habits mean greater success for you; they will mean also far greater happiness and content in your business life, in your social life, in your home life. And you will not be long out of college and into the seething sea of the world's activities, before you realize that without happiness and content you might better never have been.



THE NEW HEGEMAN PHARMACY IN NEW YORK.—This illustration shows what is perhaps the largest and most perfectly organized pharmacy in the country. The Hegeman corporation of Greater New York have four stores altogether, and the one here shown is the central pharmacy. It is situated in a new building at 200 Broadway, and was finished and occupied last month, the previous location having been but two doors distant. The pharmacy was built especially for the purpose, and is elaborate in equipment and magnificent in design. At the right one sees a beautiful fountain of onyx and bronze especially designed by the Liquid Carbonic Acid Manufacturing Co. It is 37 feet long, cost $20,000, and requires the services of twelve clerks. Immediately beyond the fountain is the patent-medicine department, covering 60 feet of space; while at the end of the room one may catch a glimpse of the mezzanine floor which extends across the entire width of the building and on which is located the offices of the corporation. Under this floor and coextensive with it is the prescription department, screened from the store proper by an ornamental wooden partition seven feet high. Looking now at the center of the store, one sees at the front the cashier's desk; behind it, though not included in the view, are the cigar and confectionery stands. Farther down, as may be seen from the sign on the pilar, is the "Perfumery Department," and beyond this are the toilet goods. On the left side of the store is the liquor display in the wall cases; and down farther on this side is the drug department. It is not possible here to enter into a more detailed description of this elaborate pharmacy, but it may be said in conclusion that about 400 prescriptions are dispensed daily, and that a force of 105 persons is employed. The dimensions of the store are 50 by 177 feet.

LETTERS.

This department in the present issue is unusually rich in practical suggestions from BULLETIN *subscribers—dispensing and business "tips" that every druggist can accept with profit. This is the sort of material which we like to have readers of the journal send us for their mutual pleasure and advantage; and we repeat an invitation often extended to make of the department of "Letters" a medium of coöperative exchange.*—THE EDITORS.

HOUSECLEANING AIDS ASSEMBLED IN SEASON.

To the Editors:

According to the housekeeper's schedule of important events, this is the season for putting into a brighter, better condition all the furniture, bric-a-brac, and knickknacks of the home. And the corner druggist should exert himself unusually to take advantage of this semiannual opportunity to dispose of sundry helps to housecleaning. Here is a hint towards some exertion:

From your grocer borrow one dozen bright, new buckets, all of a single color and kind. Tell him you will care for them well and will not diminish their selling aspect in the least. Now with wooden boxes from the cellar form a series of steps in the show window, each step sufficiently deep to afford a firm support for a bucket. Let these steps extend entirely across the window at the base and diminish in breadth as they ascend to take the general outline of a pyramid.

Now to give the buckets their exhibition dress: Cause one of them to look very full of copperas, and label the bucket in large letters on a strip of white paper. Make another seem completely filled with insect powder and label as such. Put whiting into a third to deceive the bystander into thinking it wholly full of the same, and label it "whiting." In this way prepare other buckets for the exhibit that will contain tar balls, flake tar-camphor, borax, washing soda, soap bark, etc. Fill still more buckets with water and label them "turpentine," "benzine," "ammonia," etc. If the latter are made to occupy upper positions on the window staging, they may be empty. Line with paper the buckets you fill with the dry agents in order to prevent blemishes.

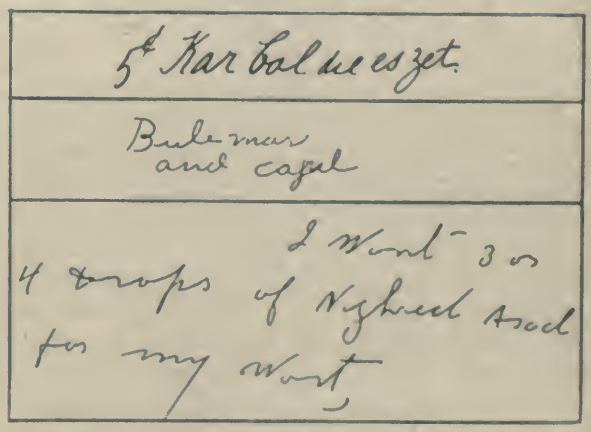
Now cover the broad steps with black tar-paper, and rest the buckets on them in symmetrical order, one at the very top to crown this unique presentation of housecleaning aids. In the vacant spaces on the steps and on the window stage display sponges, chamois skins, boxes of chlorinated lime, bottles of your own disinfectant solution, a liquid bug bane, insect gums, gum camphor, carbolic acid, and other popular expedients pertinent to the purpose in discussion. An accompanying placard might be worded: *"Headquarters for housecleaning helps."*

JOSEPH HOSTELLEY.

Collingdale, Pa.

WHAT DID THEY WANT?

The Editors of the BULLETIN have received from different readers the three interesting orders which appear in the accompanying illustration. The first, from Edward S. Lodge, of Niagara Falls, N. Y., calls



for carbolic acid; the second, from Pannel Brothers, of Staunton, Va., for blue mass and spirit of camphor. The third, contributed by Philip Kephart, of Berrien Springs, Mich., can be read easily enough. Druggists certainly have to be wizards sometimes in trying to find out what people want!

"SOME PHONETIC SPELLING."

To the Editors:

It may be some satisfaction to Mr. Lee Pedigo and other readers of the BULLETIN to have deciphered the third of the four puzzling orders which Mr. Pedigo contributed to page 164 of last month's BULLETIN. I have no doubt that the purchaser was a German, and that what he wanted was "KREMI TATER"—in other words, cream of tartar.

ADRIAN J. HOMMELL.

Morristown, N. J.

[NOTE BY THE EDITORS.—If we may be allowed to paraphrase an old saying in kindness, we may remark that it evidently takes a German to catch a German!

Other readers of the BULLETIN, it may be explained incidentally, have sent in the reply which first reached us from Mr. Hommell.]

MAKING N. A. R. D. PLANS EFFECTIVE.

To the Editors:

I desire to extend my thanks for your appreciative editorial in the April issue concerning my remarks at the Pennsylvania State Pharmaceutical Association meeting. I am glad to learn that the spirit of my remarks was so well received, and I am satisfied that any broad-minded pharmacist in this district will bear out the statements if appealed to. But, singularly enough, there are a few druggists who, in the midst of all the achievements of our association, still "hang the lip," and complain because more is not accomplished.

There are men, too, who utterly refuse to contribute one penny to the treasury while at the same time acknowledging that they are being greatly benefited by the work of the association. What action to take with such creatures is one of the greatest problems we have before us. As the secretary I have endeavored to try to have our good, active members always demand from each salesman who visits this district a salesman's card. Before issuing this card I lay before the salesman the names of all the fellows who are "beating their way," getting in under the canvas, as it were, and I insist that they shall not be visited, and that no "special offers" shall be given them, thus making them sort of pariahs in the drug community. So far I have not been able to make this treatment as effective as it should be, because of the failure of our members to grasp the idea, but I feel that I shall before long make the treatment successful. Fortunately I do not grow weary of well doing, and can go ahead along the lines laid down, and do not allow small things to deflect me from my task.

May I make bold to request that you will lay the plan I have stated before your readers, and obtain opinions upon it? Fraternally yours,

B. E. PRITCHARD,
Secretary, Western Pennsylvania Retail Druggists' Association.

Pittsburg, Pa., April 16, 1903.

[NOTE BY THE EDITORS.—We should be glad to print any remarks regarding Mr. Pritchard's plan which readers may desire to make, and we urge those with definite opinions on the subject to express them for publication in this department of the BULLETIN.]

MR. HYNSON REPLIES.

To the Editors:

The communication of Mr. H. M. Vaughan, of Wolfe City, Texas, appearing in the March BULLETIN, to which my attention has just been called, brings to pass about what I had all along feared might happen from the publication of the notes submitted to the Committee on Practical Pharmacy and Dispensing of the A. Ph. A. without my prefatory comments. It should be generally known that I am in no way responsible for the statements made;

A GROUP OF ALERT HUSTLERS.—These are the men connected with the Chicago branch house of Parke, Davis & Co. A few of them are of the office force, but the majority "carry the grip" through the Chicago territory; and the picture offers convincing proof that traveling men are an active, intelligent, and well-groomed set of men in the community. Mr. James E. Bartlett, the manager of the Chicago branch, is seen in the lower left-hand corner of the engraving. He looks young, but he is old in wisdom and experience!

that I simply arranged or classified the contributions from those whose names I appended to the report.

I find, upon trial, that Mr. Vaughan is quite right about the solution of potassium acetate in infusion of digitalis. There is a precipitate no matter whether the 1890 or the 1880 formula for infusion is used, although a much heavier one is thrown down when the 1880 formula is followed. Comparatively large quantities, either of acetic acid or glycerin, will prevent precipitation, but the necessary quantities—about 15 per cent of acetic acid or 35 to 40 per cent of glycerin—are prohibitory. I find that the comparatively smaller quantity of precipitate first formed with 5 per cent of acetic acid will redissolve after standing for some time. It would be interesting to know just what is thrown down; if the precipitate is inactive, it could, of course, be removed by filtration. HENRY P. HYNSON.

Baltimore, Md.

CASH DISCOUNTS—SOME CONCLUSIVE FIGURES.

To the Editors:

From reading the BULLETIN constantly I note that you seek to obtain ideas from your subscribers for their mutual benefit, and as I have one that I thought might be of general interest, I decided to write you a few lines.

I do not know whether or not it is a general practice among druggists to take advantage of cash discounts in buying. The thing is so clear that one might almost think a remark on it superfluous. However, I was informed some time ago by a man that is in a position to know, that by far the majority of druggists do not pay cash for their goods.

If they will figure this out, they will find that *it pays even to borrow money and pay cash* for drugs rather than wait the sixty days. The difference between ten days and sixty days is 50, and 1½ per cent in fifty days makes 10.95 per cent in one year, or a trifle below 11 per cent. This is worth saving, isn't it? Again, on stationery, the discount is 6 per cent, or four times as much—43.8 per cent, or almost 44 per cent, a year. It is more than probable that the average druggist can get money at 10 per cent, or in many instances as low as 8 per cent, 7 per cent, or even 6 per cent, and if he has money out at interest, it may be difficult for him to get 10 per cent on it. In many instances he will have to be satisfied to get 6 or 7 per cent. The druggist who buys on sixty days' time while having money out at interest is therefore losing from 1 per cent up, while in the case of stationery he loses as high as 34 per cent!

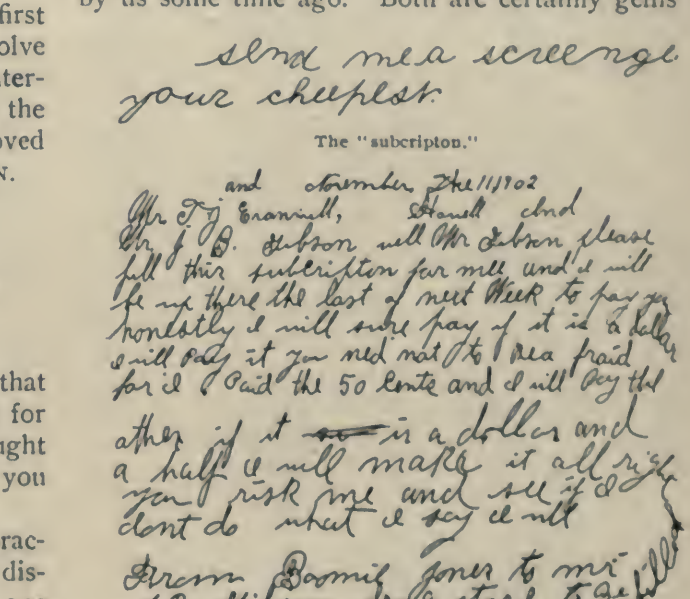
These figures speak for themselves, and I have only mentioned them, leaving it to any one to make his own conclusions. MAX H. STUHLOW.

Kindred, N. Dakota.

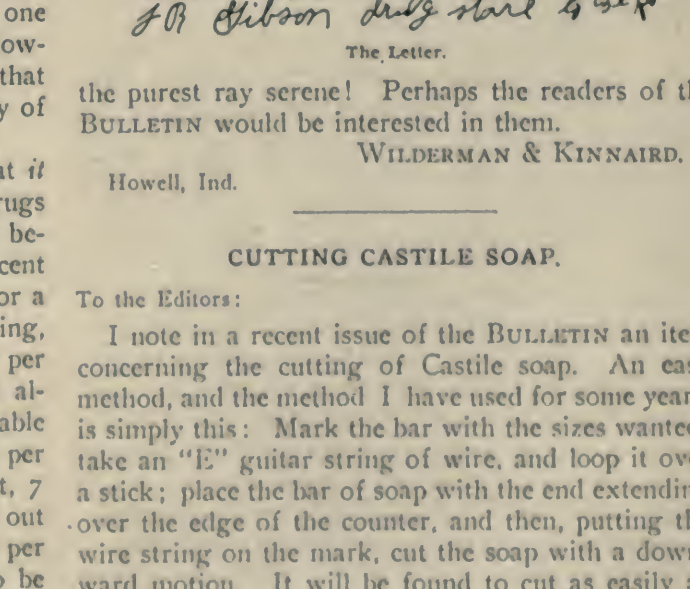
TWO "GEMS OF THE PUREST RAY SERENE."

To the Editors:

We send you a letter and a "subcripton" received by us some time ago. Both are certainly gems of



The "subcripton."



The Letter.

the purest ray serene! Perhaps the readers of the BULLETIN would be interested in them.

WILDERMAN & KINNAIRD.

Howell, Ind.

CUTTING CASTILE SOAP.

To the Editors:

I note in a recent issue of the BULLETIN an item concerning the cutting of Castile soap. An easy method, and the method I have used for some years, is simply this: Mark the bar with the sizes wanted; take an "E" guitar string of wire, and loop it over a stick; place the bar of soap with the end extending over the edge of the counter, and then, putting the wire string on the mark, cut the soap with a downward motion. It will be found to cut as easily as butter.

JAMES A. STONE.

Tallulah, La.

A NOVEL CORN-CURE WINDOW.

To the Editors:

Procure a small pig a few weeks old. With a few strips of wood obtained from some old boxes you can quickly and easily make a pen for it. Place the pig and the pen towards the front and middle of the window. Cover the bottom of the window with straw. An excellent background can be made by tying the straw into bundles with colored ribbon and standing them upright. You are now ready to display your goods. Make a large pile of your *own* corn cure directly back of the pen. On either side of the pig-pen have a heap of the remedy displayed. But these heaps should be just slightly higher than the pen itself.

This is what you say: over the pig or leaning against the pen have a sign, *"A good corn remover."* On each of the side piles have signs with these words, *"A better corn remover."* On the middle pile put some such catchy placard as this: *"And a price to suit your purse, 15c."* It is a good idea to scatter carelessly grains of corn over the whole of the display.

This window was made with much profit and a decided increase in sales. One hour at the most will do the work, and the time will be well spent.

LEWIS MUTHART.

Philadelphia.

THE ADMINISTRATION OF CASTOR OIL.

To the Editors:

Here is a method that I have found very successful: Into an "Acme" two-ounce graduate (which usually holds over two ounces), pour one and one-half ounces of whiskey, on top of this one-half ounce of castor oil, follow with five drops each of the oils of cassia and peppermint, and then add finally another one-half ounce of whiskey. In a second graduate put three-quarters of an ounce of sherry wine, and then quickly pour or dash this into the whiskey-and-oil combination. The oil will be seen suspended in the middle like the yolk of an egg. Let the patient take off his hat, throw back his head, open his mouth, and swallow the dose at one or two gulps. This can be done without tasting the oil at all or even greasing the graduate.

WILLIAM T. SNYDER.

Richmond, Ind.

The BULLETIN is one of the best journals in its class.

J. L. CAMPBELL.

Greenwood, Ark.

SALICYLIC ACID AND COLLODION IN A CORN CURE.

To the Editors:

I note in the April issue of the BULLETIN, page 174, a reply to a query by "N. B." relative to a corn remedy of salicylic acid and collodion. The excess of salicylic acid is not the cause of the trouble, for I frequently make a remedy which contains much more than the quantity used by "N. B." If he will make up his collodion several weeks in advance he will then find that when the acid is added it will dissolve readily and the product will not gelatinize. I found this out quite by accident, and do not know even now *why* it is so, but the fact remains that I now have no trouble, whereas in times gone by my experience has been the same as his.

If you would kindly bring this to the attention of "N. B." I should like to hear his report after a trial.

E. E. MAGEE,
with Riley Drug Co.

San Jose, Calif.

A SOLVENT FOR HEROIN.

To the Editors:

I have seen two or three items in recent issues of the BULLETIN concerning a solvent for heroin. Let me suggest the use of dilute acetic acid. A few drops proves to be the best solvent we can find, effecting a complete solution. This bit of knowledge is sometimes very useful in prescription dispensing.

DANIEL CANTAROW, Ph.G.

Hartford, Ct.

A CORRECTION.

To the Editors:

Last month in the department of "Letters" you printed a formula of mine for pasting labels to tin. There was an error in it. Four *drachms* of tartaric acid instead of four *ounces* should have been directed.

W. A. RICHMOND.

135 I St., S. Boston, Mass.

To the Editors:

We think the BULLETIN one of the best journals on pharmacy published.

HAZEL & GOTCHER.

Farmersville, Tex.

* * *

Your paper is a valuable one for any druggist to take and read carefully.

L. J. PELCK.

Rochelle, Ill.

BUSINESS HINTS.

The Editors of the BULLETIN *would like to have readers send in to them specimens of their newspaper, booklet, and circular advertising for description in this department.*

How to Increase the Soda-water Sales.—

One of the best ways of getting your soda-water trade started is to give away free tickets. This, in a word, is the opinion of M. E. Gould, writing in the *Druggists Circular*. "I do not mean," he says, "that you should go out and scatter tickets around broadcast, but if you had a number of neatly printed cards saying that the bearer was entitled to a complimentary drink of anything served at your soda fountain, and then you got out a neat little invitation, telling people about your soda fountain and inviting them to come and sample your soda, you could keep a package both of the invitations and the tickets on your desk, and as you thought of different people in the town whom you had not seen drinking at your fountain, you could put the invitations and tickets out. You might not mail more than ten or fifteen of these invitations per day, but if you kept at it both among your men acquaintances and lady customers, you would get your soda-water trade started in good shape. Of course, there would be a great many people who would not take advantage of this offer, but you could afford to give every person in your locality a free drink at your fountain, providing you serve good drinks, for then, during all the spring and summer, that person would feel inclined to come back to your store whenever he wanted soda-water and was convenient to your place. The free sample business has made a fortune for many a man in many different lines of business, and there is no reason why the druggist cannot make a success of it also in connection with his soda fountain."

Neat and Artistic.—

As we write this paragraph we have in our hands the neatest and most artistic booklet which we have seen in many a month. It is gotten up as well, indeed, as some of the finest pamphlets sold at good prices in bookstores. The cover is a rich red, with stock rather heavy and of superior quality. The paper is the very finest of calendered book stock, and the typography represents the acme of the printer's art. The paper is white, and two colors of ink are used—red for the headlines, black for the text proper. Marginal headings are employed, and these add to the neatness of the booklet's appearance. The size of the cover is 6x7⅜ inches, and the inside sheets are one-fourth of an inch narrower in each dimension. The whole thing is tied with a black cord. Unfortunately, however, while mechanically this booklet is very commendable indeed, its text is not quite up to the same standard. It comprises rather a rambling talk about a great variety of things, but does not trenchantly treat of any one. We have our doubts about the advertising value of such general advertising matter. Moreover, one has to look through the whole booklet before he finds out where it emanates from. Finally one discovers at the very end of the last page that the "Palace Drug Store" is responsible for it. A neatly printed card which accompanies it announces that the home of this store is in Canon City, Colorado.

A Good Plan.—

R. N. Dodds, of Springfield, Ill., makes use of the following diagram to inform his customers of the exact location of his store:

A Druggist's Catalogue.—

We are not at all sure that the average druggist can afford to get out a catalogue. The expense would be too great, and doubtless the stock of the ordinary store would not be varied and large enough to lend itself to catalogue treatment. We have before us as we write, however, a catalogue issued by Mr. George B. Evans, the well-known Philadelphia proprietor of four stores. The book is 3¾ by 6½ inches in size, and contains 127 pages. It is not illustrated, and the articles catalogued are simply given in alphabetical order as they are in the ordinary price list. They are classified into "Drugs," "Prescriptions," "Ready-made Medicines," "Foods," "Toilet Preparations," "Soaps," "Evans's Own," "Cutlery,"

"Mineral Waters," etc., etc. The Evans stores are of course uncommonly large; there are four of them; an unusually large number of side lines are carried; and altogether the business is such that it lends itself successfully to this sort of treatment. The catalogues are kept in a conspicuous place in each of the stores, and a sign tells the customer to help himself to one. It cannot be doubted that the advertising is of the very best sort.

A Greeting.—

Walker & Walker, of New Kensington, Pa., sent out to their patrons recently a very neat "Third Annual Greeting." It was printed and gotten up in the handsomest possible manner. The paper and envelopes were of the proper correspondence shape; the quality of the stock was of the same nature; and the typographical work was excellent. The greeting itself follows:

New Kensington, Pa.,
Feb. 14, 1903.

To our Friends:

Another year has gone by, and with this day we complete our third year's business in New Kensington.

Thanks to you, this business has been very prosperous, each year showing a decided increase, and to-day our business is better than at any other time in our history. Our old customers remain true to us, and we are adding new ones constantly.

Thanking you for your patronage and assuring you that we will always strive to serve you with the best of Drugs and Medicines, we remain sincerely

Your friends,
Walker & Walker,
The Druggists.

Advertising His Own Line of Specialties.—

A booklet advertising a line of specialties comes to us from Mr. D. E. Hoagland, of Cobleskill, New York. A somewhat unique idea has been followed in the construction of the booklet. Every alternate page is given up to conundrums and puzzling mathematical propositions. This would seem to insure the reading of the booklet and possibly its preservation, and for this reason is doubtless a good idea. It is unfortunate that the printing and binding has been rather poorly done, although a fair quality of paper has been used and the typography is not undesirable. A half-tone illustration of a package or a group of each specialty is given in connection with its consideration, and the text matter is well written. Altogether, we believe that the booklet will yield pretty good returns, although it is at least questionable whether a smaller booklet, considering fewer things, would not be better.

A Clever Advertisement.—

Most advertising gets to be more or less hackneyed, and there is always the necessity of getting out something novel. A Chicago druggist—Mr. Henry Weigand, corner of Fifty-ninth and State Streets—has certainly taken the prize for novelty. Here is the ad:

Vote the Straight Ticket

Official Ballot

Your Ward, Everybody's Precinct

Election Held by the People of Your Vicinity DAILY

Put an ☒ in front of the name you would vote for.

☐ For Druggist with "Accuracy and Purity" Reputation.
HENRY WEIGAND

☐ For Popular Dispenser of Sodas
HENRY WEIGAND

☐ For Accommodating Salesman of Uncle Sam's Postage Stamps
HENRY WEIGAND

☐ For Family Steward of Fine Ice Creams and Candies
HENRY WEIGAND

☐ For Seller of Soul-satisfying Trouble-destroying Cigars and Tobacco
HENRY WEIGAND

☐ For Most Satisfactory and Money-value Giving Pharmacist
HENRY WEIGAND

☐ For Agent for Gas Bills, Money Orders and Express Agency
HENRY WEIGAND

Endorsed by Municipal League

Low & Rider Allied Printing Trades Union Label Council Chicago 228 296 Dearborn St.

A Hint.—

One of the editors of the Bulletin recently went into a pharmacy and bought a cake of Colgate's shaving soap. When he got home and began to

use it he found that it had been so long unwrapped and exposed to the air that its perfume had entirely escaped. The writer is not fastidious, but he uses Colgate's soap for the reason that its perfume is so grateful to him; and shaving soap lacking in perfume has an odor which to him is rather unpleasant. Consequently this particular bar of soap had lost its chief virtue. Without going into details, a word to the wise should prove sufficient!

The Way He Sells Tooth-brushes.—

On another page of this issue of the BULLETIN will be found an illustrated article describing the professional and business methods of Mr. B. S. Cooban, the well known Chicago druggist. As an example of some of the ways which Mr. Cooban devises to dispose of goods we may cite the following; this is a facsimile of a mailing card which he sent out to the people in his vicinity two or three months ago:

Push 'Em Out--16 Cents.

Monday morning, February 9, we begin our second annual Push Out Sale of the Cooban guaranteed tooth brushes

Not a job lot, but our regular 25-cent and 35-cent brushes. Every one guaranteed perfect If the bristles come out you get a new brush—if it was marked 25 cents you get a new one of same grade; if 35 cents, one of that grade. This offer will be good until February 20

They all go at 16 cents—you pick 'em out.

We import our brushes direct from France. We have a large invoice on the way and wish to clean up stock on hand.

This chance comes once a year only.

We will give you a chance at a good thing in hand brushes at the same time.

B. S. COOBAN & CO., Druggists,
839 W. 63rd St., Cor. Normal Avenue.
CHICAGO.

A Neat Folder.—

One of the cleverest little folders that we have seen in a long time comes to us from Emery J. Eastman, of Lindsay, Cal. In the first place, it is very *petite*—only 2⅝x4⅛ inches in size, and containing but two folded sheets, or eight pages. Then the paper is of a bright yellow, the ink a bright red; and the combination is very catchy. Finally, it is tied with red silk cord exactly the color of the ink. So much for the mechanical features of the folder. In each one of the several pages a few words are said about some one specialty of Mr. Eastman's—a cough cure, a toilet preparation, or a headache powder. The typography is excellent and the text very cleverly written.

"The Drug Bulletin."—

A druggist's paper having the foregoing title comes to us from its publishers, Lutz & Rodemoyer, of Hazelwood, Pa. It is a four-page sheet of the size and nature familiar to our readers. We are pleased to see that the publishers have borrowed for their journal a number of good specimen advertisements and other material which has been presented in this and other departments of the BULLETIN for just such purposes. When you see something among the "Business Hints" that will serve your need, clip it out and use it without delay! That's what we print such things for! To get back to "The Drug Bulletin," we may say that it is a very interesting little paper. It has a judicious combination of reading matter and display ads.; and both are well written. If we were inclined to criticize we should complain of the quality of paper used, and we should also express our opinion that too little general reading matter is employed. Nearly every line is made to speak for Lutz & Rodemoyer. In order to get people to read a paper of this kind it ought to contain jokes, useful matter, and the like. Thirty or forty per cent of this sort of material would pay in the long run.

A Realistic Display.—

A unique display was shown recently in the window of Oliver A. Colvin's drug store, in Sodus, N. Y. The large corner window was converted into a miniature swamp with moss-covered logs and trees, and pools of water. The "swamp" was inhabited by a live alligator and a frog weighing 16 ounces. Around the swamp were placed bottles of "swamp root" with appropriate display signs. The exhibit received favorable comment and was instrumental in creating a satisfactory demand for the remedy thus advertised.

PRACTICAL PHARMACY.

A Skin Preparation.—

A toilet cream which in winter will cure chaps and the like, and in the summer relieve the effects of sunburn and similar troubles, is a necessity in the drug store. The following formula is suggested in the *American Druggist* by J. T. Pepper, who says of it that it is the best he has tried:

Quince seed	45 Gm.
Boric acid	30 Gm.
Glycerin	600-750 Cc.
Alcohol, deodorized	250 Cc.
Distilled water	3,000 Cc.
Tinct. benzoin	15 Cc.
Menthol	0.15 Gm.
Ext. white rose	10 Cc.
Oil of bergamot	1 Cc.

Macerate the quince seed and boric acid in the water for forty-eight hours, shaking thoroughly and frequently the while; then strain, add the glycerin, and finally the perfumes, menthol, and tincture of benzoin, all previously mixed with the alcohol.

It is a good idea to carefully break the quince seed in a clean iron mortar, care being exercised not to crush or powder the dark outer coating of the seed, for if this is done the preparation will be darkened by it, and it is greatly to be desired to have it as light in color as possible; if it is white, so much the better. It is also a good idea to macerate the quince seed in hot or warm water for a part of the forty-eight hours. It will produce a thicker mucilage and give more body to the finished preparation. Tincture of benzoin is made by macerating the best gum benzoin in pure alcohol—2 ounces of gum in 20 ounces of alcohol. Use a good quality of perfume. Of course, it need not necessarily be white rose—use any odor that your choice dictates.

Mr. Pepper puts this preparation up in four-ounce white-flint Erie oval bottles, and sells it for 25 cents a bottle.

A New Brunswick Store.—On this and the opposite pages of the Bulletin views are shown of the pharmacy of a New Brunswick druggist —Wilbert A. Warren, Phm.B., of Sackville. Sackville has a population of only 3500, but Mr. Warren nevertheless carries out the energetic methods of the druggists in the larger towns and cities. He is strictly an up-to-date proposition! The view on this page shows only a corner of his pharmacy, but the general air of neatness and progressiveness is unmistakable.

Massage Creams Again.—

Much has been printed in the Bulletin during recent months about massage creams, but still inquiries continue to reach us for additional information. Whether or not the country is undergoing a general massage treatment we are unable to say; neither can we state with positiveness that massage has succeeded to the laurels of Christian science. At any rate there is a great demand for formulas, and so we return to the question again.

Massage creams are of two kinds, those with a fatty basis and those with a casein basis. The latter is made by warming any desired amount of cow's milk, adding a small amount of ammonia water and allowing to stand for about twenty-four hours, when the fat may be skimmed off. To the remaining liquid, called the lactoserum, add acetic acid until the casein is precipitated; collect the latter on a strainer and wash with water until it is no longer acid. The moist casein may be colored with solution of carmine, flavored with any handkerchief extract or essential oil, and preserved with some antiseptic agent such as 5 per cent of powdered boric acid and 10 per cent of glycerin, the latter also serving to keep the preparation soft.

The fatty creams are made somewhat like cold cream, but the water is omitted. This mixture is satisfactory:

Lanolin,
Benzoinated lard,
Sweet almond oil, of each, equal parts.

Mix and flavor with oil of rose-geranium or other suitable odor.

An Incident.—

The following was related by Dr. C. B. Lowe in a paper read at a meeting of the Philadelphia College of Pharmacy and printed in the *American Journal of Pharmacy:*

"We recently had in the store a prescription calling

for sodium salicylate dissolved in peppermint water. My manager took a graduate from the rack and dissolved the powder in the liquid by stirring with a glass rod. At once a slight amber color was produced, and as he was not favorable to this brand of sodium salicylate, he said, 'It must be contaminated with iron.' I could not think this to be the case, as it was the product of a well-known house of excellent reputation. I put the prescription up myself in a graduate that I knew was absolutely clean, and I obtained a colorless solution. Afterwards I mixed a little tincture chloride of iron with syrup in a graduate, then washed it (as a boy would perhaps ordinarily wash it) by rinsing it four times under the hot-water spigot, and then put up the prescription as in the first place, getting a colored solution.

"*Moral:* (1) Don't be too quick in condemning chemicals made by a well-known house. (2) Be sure your prescription utensils are absolutely clean."

Professor Scoville's Formula for Cologne.—

As the readers of the BULLETIN know, an excellent article on "Colognes and Toilet Waters" was presented at the Philadelphia meeting of the A. Ph. A. last fall by Prof. W. L. Scoville, of Boston. The article has been given wide publicity in the pharmaceutical press. We are now in receipt of a letter from Professor Scoville in which he declares that, as published, his formula for cologne contained an inaccuracy. The corrected formula is as follows:

Oil of bergamot	1½ ounces.
Oil of lemon	6 drachms.
Oil of neroli	4 drachms.
Oil of orange	2 drachms.
Oil of rosemary	2 drachms.
Tincture of benzoin	1 ounce.
Orange flower water	12 ounces.
Alcohol, enough to make	1 gallon.

This product closely resembles the popular "Farina" cologne usually sold in sealed packages. It costs about $3.40 a gallon to make. The predominating odor is that of orange flowers. Other odors may be substituted for this if desired, the rest of the formula remaining as it is.

Serving a Dose of Sodium Bicarbonate.—

When answering a request for sodium bicarbonate in plain soda the following method of serving the antacid is both graceful and pleasing: With a silver teaspoon deposit a half-teaspoonful of the salt into a small, thin glass, free from moisture, draw the attention of the customer to the amount of alkali served, then set the bottle before the latter with a dry teaspoon laid beside it, draw the plain soda into the glass, and serve without a holder. The chronic dyspeptic habituated to sodium bicarbonate takes much larger doses of this antacid than does he who is only occasionally obliged to humor a provoked stomach, and frequently prefers to prepare his own dose. When dispensing a medicinal drink at the fountain it is always preferable to employ a small special glass, without a holder. This makes a well-marked distinction between a remedy and a refreshment. The man who took a dose of salts yesterday will enjoy a glass of soda much more to-day if it is not served in the same suggestive way.

About Asafetida.—

A Russian writer, named Golak, supplies some interesting details regarding asafetida, which seem to be well worthy of note, says the *Spatula*. In Persia, he tells us, this product is known under the name of Anguzette, which the Arabians translate into Reltitel Mutin. The resin is collected principally in that tract of country which extends from Ispahan to Mahior, and in the district which separates Abedeh from Murgab. When cows, sheep, or goats have eaten the leaves of the umbelliferous plant which supplies asafetida, their milk and the butter produced from it have such an extremely nauseous flavor and

A SIMPLE AND EFFICIENT PRESCRIPTION COUNTER.—This was devised by Mr. Warren, of Sackville, N. B., a corner of whose salesroom is shown in the engraving on the opposite page. As may readily be seen, it was made inexpensively from boards of pine or other soft wood, but seems nevertheless to provide every convenience. Under the counter at the left is a closet; at the right are drawers; and above the drawers, and just under the counter, are two counter-extensions which pull out much as do the slides in a roll-top desk. On the wall to the left of the counter are seen spatulas stuck in racks, and a wire prescription file. Mr. Warren says the "counter cost but $13 to make, and yet for handiness and convenience we think it is hard to beat."

odor that it is quite impossible to make use of them as articles of diet. This applies not only to strangers and foreigners, but to the natives themselves, who as a general rule are not overnice in such matters. According to the writer named, the greater portion of the asafetida collected in Persia is imported into India for culinary purposes, and for preparing the well-known pillaw. In Persia it is commonly used in medicine, especially for the purpose of counteracting spasm. This custom has existed for some considerable time past. In all Persian houses a small quantity of asafetida ready for family use is always to be found. The Turkomans eat the young roots after they have been steeped in vinegar; and in many of the Eastern provinces the farmers surround their fields with plots or hedges of this plant, believing that in this manner they protect their crops from the attacks of noxious insects.

Wrapping Prescriptions.—

Myron Puff (*American Druggist*) thinks that every powder, pill, or other box or bottle sent from the prescription department should have an outside wrapper as neat as it is possible to produce. The following is recommended by him: Use the best grade of white book paper, cut in every case to fit the package, since you cannot have a surplus of paper without destroying the neatness of the finished package. Banish cord from the prescription department and use instead either black or white sealing-wax. Drop a bit of it under two or three folds of the paper, press them down with the finger or seal, and you have a neat white package with no cord or wax visible to destroy its neatness. Moreover, it is best in every case that the prescription be completely wrapped before it is taken from the prescription department, not taken out to the sales counter and there wrapped, as is done in many stores.

THE NEW HOME OF THE PITTSBURG COLLEGE OF PHARMACY.—Last month we were able to show the new building in which the Brooklyn College of Pharmacy is now housed. This month it is our privilege to perform the same service with respect to the Pittsburg College. Only a few months ago we chronicled the establishment of the Illinois College of Pharmacy in a new building; and altogether it would seem that pharmaceutical education is rapidly being provided with a superior equipment. The new home of the Pittsburg College of Pharmacy, shown in the accompanying illustration, is four stories high, contains eight large rooms, and cost $30,000. The building formerly used by the college adjoins the new one, and will be converted wholly into laboratories.

Chloretone in Seasickness.—

"Chloretone, manufactured by Messrs. Parke, Davis & Co., seems to be a good thing for seasickness," remarks the *Chemist and Druggist*, of London. "Dr. J. W. Fawcitt, of Broughton-in-Furness, writes in the *Lancet* regarding his personal experiences with it when crossing the North Sea. He is a bad sailor, but before leaving the Humber he took 5 grains, and on retiring to his berth 10 grains more. During the night and all next day it blew hard, with a nasty cross sea, yet he was perfectly comfortable and did not miss a meal. He gave chloretone to other passengers with a similar happy result. The remedy was taken in 5-grain capsules."

Putting Petrolatum into Bottles.—

In a paper read before the Pennsylvania Pharmaceutical Association, H. F. Ruhl reminiscently told how last winter a lot of wide-mouthed bottles were to be filled with petrolatum. But how to do this without fuss or mess gave him some concern. Finally, a coffee-pot proved to be the happy solution. Keeping it afterwards for this purpose only, there was no vessel to clean when the operation was over. A paper bottle-cap held in place over the spout with a rubber band keeps out dust.

Cement for Pestle Handles.—

Paul L. McConomy contributes the following formula (*Pharmaceutical Era*) for a cement for pestle handles which he says he has used for many years with satisfaction: "Make a smooth, moderately soft paste with litharge and glycerin; fill the hole in the pestle with the cement and firmly press the handle in place. The pestle should then be wedged under a shelf or other convenient place for three or four days until dry."

Wine of Coca Leaf.—

C. B. Lowe, of Philadelphia, uses muscatel wine instead of claret as a menstruum for wine of coca leaf. He says it makes a more agreeable preparation.

NEW REMEDIES.

Gallogen.—

Gallogen is the name now given to the preparation which has been known for a long time chemically as ellagic acid (*Pharm. Ztg.*). The substance is described as a yellowish powder, odorless and tasteless, and insoluble in all acid or neutral liquids; it is soluble in alkaline fluids. The substance is claimed to be an intestinal astringent. The dose is stated to be from 0.3 to 0.5 gramme in the case of children; adults may be given 1-gramme doses from three to five times daily. The powder may be given as such, or in any suitable neutral or acid vehicle; or as chocolate tablets.

Histogenol.—

Name given to a mixture of 80 parts of nucleinic acid and 20 parts of sodium metarsenate. Used in the treatment of tuberculosis.

Iodyloform.—

According to Dr. Paul Sperling, of Berlin (*Pharm. Centralh.*), iodyloform is an antiseptic in powder form, intended to replace iodoform. It is said to be a compound of iodine with an indifferent gelatinous substance, and, like iodoform, exerts its bactericidal action through the liberation of free iodine. It is described as being a yellowish-brown, odorless powder, insoluble in water, alcohol, or ether.

Lactanin.—

Trade name for a bilactotannate of bismuth. It appears as a yellow powder, odorless and tasteless, and insoluble in water. It has been found valuable in infantile diarrheas, acute and chronic enteritis, and in the tuberculous intestinal affections of children. It is said to be well tolerated even by children only a few days old. It is given in doses of about one gramme three to five times daily, best suspended in syrup of gum.

Ulmarene.—

Name given by Bourcel to a mixture of high molecular, aliphatic salicylic ester alcohols of determined strength and composition, introduced by a Paris manufacturing concern. It appears as a reddish brown, neutral or slightly acid liquid, with a pleasant though feeble odor, and a burning, acrid taste. Ulmarene crystallizes out on the addition of an equal volume of benzin. It is insoluble in water, but soluble in two parts of alcohol.

PERSONAL.

A PHARMACEUTICAL POLITICIAN.

The word "politician" in the caption is used with the intent of voicing commendation. Mr. William Muir, of Brooklyn, N. Y., has and exercises all the qualities of this type of man. He knows how to organize forces in order to compass a desired purpose. He knows how to handle men. He knows how to show up the foolishness of a proposition in debate so that it finds its proper place upon "the table." In fact, we do not know what the druggists of Greater New York would do if it were not for Mr. Muir. Whenever a foolish bill is introduced in the legislature at Albany; whenever the local board of health or the fire commissioners decide upon some step inimical to the interests of druggists; whenever, in short, there is any wrong to be headed off or any good to be accomplished, Mr. Muir is always called upon, and he never fails to render excellent service. It is to be hoped that some time fate will decree that he enter the legislature at Albany as a senator or assemblyman. That the pharmaceutical interests of his city and State would be protected and advanced under such circumstances need hardly be said.

WILLIAM MUIR, of Brooklyn, N. Y.

AN A. PH. A. GROUP.—This "snap shot" was taken on the boat ride at the Philadelphia meeting of the American Pharmaceutical Association. The young men shown are all from Michigan. In the center Mr. J. W. T. Knox is seen trying to argue W. H. Burke into some proposition or other; facing them, and listening eagerly, is Philip Kephardt, of Berrien Springs, while at the left stands Professor Schlotterbeck, thinking how it feels to be chairman of the scientific section

A Course in Botany and Pharmacognosy. By Henry Kraemer, Ph.B., Ph.D., Professor of Botany and Pharmacognosy, and Director of the Microscopical Laboratory in the Philadelphia College of Pharmacy. Illustrated with Plates from Original Drawings by the Author. Philadelphia, 1902: 8vo, 384 pages. Cloth, $3.50. G. E. Stechert, agent, 9 East Sixteenth Street, New York City.

Those pharmacists and students familiar with Maisch's well known work on "Materia Medica" may be informed that the book under mention is somewhat like it in a few respects, while it is considerably unlike it in others. For instance, the classification adopted is the morphological system: the seeds, the leaves, the roots, the rhizomes, etc., are each grouped together. Unlike Maisch, however, no illustrations are given in the text, and the medical properties of the drugs are not mentioned.

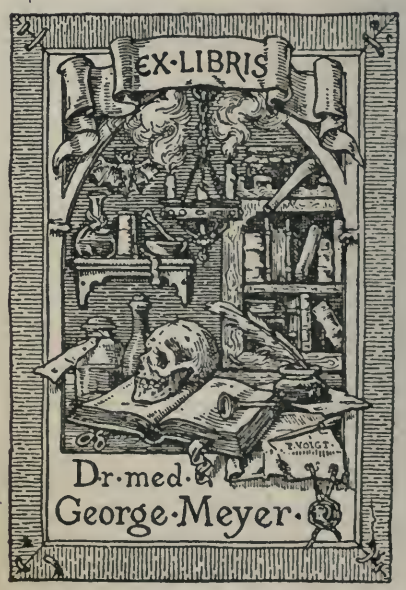
The detailed consideration of crude drugs forms but one of the four parts of the book—Part II. In Part I is an admirable consideration of plant morphology. A knowledge of this subject, as the author remarks in the preface, "is of fundamental importance in the study of vegetable drugs. A knowledge of outer morphology is important in the description and identification of crude drugs, while a knowledge of inner morphology becomes essential in the study of powdered drugs." The subject has been clearly and in parts even graphically presented, and forms an excellent introduction to the study in detail of each drug or class of drugs.

Part III is devoted to "Reagents," and, finally, Part IV contains 128 pen-and-ink drawings made by the author, and intended chiefly to elucidate the fundamental points brought out in the consideration of morphology.

The Prevention of Disease. Translated from the German. With an Introduction by H. Timbrell Bulstrode, M.A., M.D., D.P.H. In Two Volumes. Cloth, 5½ x 9 in.; 1063 pp. Net price, $3.75 per volume. New York: Funk & Wagnalls Company.

Medical literature is rich in books upon the treatment of every sort of malady in every stage of development, and singularly deficient in authoritative works upon the more fundamental subject, the prevention of the inception of disease. The present book, which is, in the words of Dr. Bulstrode, who introduces it to the English public, "the first attempt to view human disease in its entirety from the standpoint of preventive medicine," furnishes the latest and most conclusively demonstrated facts and expert opinions on the prevention of every form of human disease. It is the only work of the kind in the English language, and includes the selection and translation of the best treatises upon separate divisions of the subject that have appeared in any language, gathered together in compact from and in a manner convenient for reference.

Dr. Stedman, the well known New York physician, has said of the book that "its idea is excellent, and in its present application novel; I know of no other book of the kind in the English language. The authors are men of standing, and they have handled their subjects in an eminently practical manner. The translation is well done in good, idiomatic English. . . . I regard the work as one that should meet with favor among physicians in this country. It is well written on a novel subject, scientific in tone, and authoritative. While it is purely a medical work, intended primarily for physicians, it might very properly be offered to the general public, and would, I think, meet with favor from educated persons."



A BOOK-PLATE.—This is the book-plate of Dr. George Meyer. The symbolism is quite plain. The books, the quill pen, the grinning skull, the flasks, the mortar and pestle—all these combine to tell the story. As every one knows, book-plates are pasted on the inside of the front cover of books and are used as signatures of ownership in the place of written autographs. We borrow this specimen from the pages of the *Pharmaceutical Review*.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Pharmaceutical Books.

S. K. B. has a clerk who is preparing himself for the State board examination. He has the Pharmacopœia and the Dispensatories, but desires to know what other books would be particularly useful. The first book any student needs is a chemistry, for chemistry constitutes the very groundwork of pharmacy. Perhaps the clearest work on chemistry, and the one best suited to the home student, is Volume I of Professor Oldberg's work on "Inorganic Chemistry." It is published by the Chicago Medical Book Co., of Chicago. Then the student should have books on practical pharmacy, incompatibilities, etc. Two books falling within these classifications are "The Art of Compounding," written by Professor Scoville, and published by P. Blakiston's Son & Co., 1012 Walnut Street, Philadelphia; and "Incompatibilities in Prescriptions," written by Professor Ruddiman and published in New York by John Wiley & Sons. A good brief work on theoretical and practical pharmacy is "A Compend of Pharmacy," written by Dr. F. E. Stewart, and published by P. Blakiston's Son & Co. The list of books may be continued indefinitely, but those which have been mentioned would at least serve as starters. The leading text-books on the "practice of pharmacy" are, of course, those of Caspari, Remington, and Coblentz.

A Lemon Essence.

W. A. W. is very anxious to get a superior formula for a lemon-flavoring extract. He has tried several receipts, but so far has not found his "ideal." Now the best treatment of this subject that we know of is comprised in an article contributed to the BULLETIN for May, 1902, by Prof. W. L. Scoville. Professor Scoville makes the statement that "for a high class extract the U. S. P. spirit of lemon leaves nothing to be desired," but he goes on to say that the oil of lemon employed must be of suitable quality. The frequent adulteration of the oil and its proneness to spoil are well known. The odor is important, but it cannot be depended upon as a criterion of quality. Consul Kaughy, at Messina, states that "an oil of lemon to which 15 per cent of oil of turpentine has been added has a finer and better odor than the pure oil, but it does not keep as well and is deficient in flavor."

Professor Scoville remarks that the official spirit of lemon contains too much alcohol to meet commercial demands, and he discusses at some length the ways and means of producing an essence which shall contain less alcohol. The following three formulas are proposed by him with this end in view:

(1) Yellow peel of 15 lemons, grated.

Concentrated oil of lemon	2½ drachms.
Alcohol	4 pints.
Water	4 pints.

Macerate 24 hours and express. If necessary filter through magnesium carbonate.

(2) Yellow peel of 15 lemons.

Citral	2 drachms.
Oil of lemon	2 ounces.
Alcohol	4 pints.
Water	4 pints.

Treat as above.

(3)

Concentrated oil of lemon	24 minims.
Citral	36 minims.
Oil of lemon	4 ounces.
Tinct. curcuma	4 ounces.
Alcohol	3 pints.
Water	5 pints.
Magnesium carbonate	2 ounces.

Shake together occasionally during 24 hours and filter, returning the first portions to the filter until the liquid comes through clear.

Our correspondent asks if turmeric is the best coloring agent for a lemon essence. We are inclined to think that he will find curcuma more satisfactory. We are not able to provide a formula for the flavoring essence known as ratafia.

Wild Cherry Phosphate for the Fountain.

The L. Pharmacy wants a formula for a preparation which, when added to simple syrup, will make a "wild cherry phosphate" for the fountain. We would suggest the following:

Fluid wild cherry for syrup	1 ounce.
Essence of bitter almonds	2 drops.
Soda foam	¼ ounce.
Phosphate	enough
Color with caramel.	

This quantity of product should be added to one quart of simple syrup.

Regarding Brown Mixture.

M. D. M. wants to know if there is any objection to substituting fluid extract of licorice for the extract in making brown mixture. There most assuredly is. In the first place, the fluid extract does not dissolve readily in water, and results in a product of an entirely different appearance. It contains a resinous quality that is objectionable. Moreover, it contains some alcohol, and more of this than is already in the formula is undesirable. Finally, the use of the fluid extract would prevent the product from having sufficient "body." The great trouble most druggists have with making brown mixture lies in the use of an impure extract of licorice. More often than not, the ordinary stick licorice is employed. This contains a large amount of insoluble matter and is therefore very objectionable. The only product that should be used for making brown mixture is the product which the Pharmacopœia specifies, "the pure extract of glycyrrhiza."

Carbonated Aperient Water.

O. E. P.—The following formula provides an artificial substitute for the well known "Friedrichshall" water:

Sodium bicarbonate	384 grains
Sodium sulphate, crystal	1¼ av. ounces.
Potassium sulphate	165 grains.
Magnesium sulphate	20 av. ounces.
Sodium chloride (pure)	10¼ av. ounces.
Calcium chloride (anhydrous)	1 av. ounce.
Water	sufficient.

Triturate the potassium and sodium sulphates in a mortar, add the magnesium sulphate and then 3 pints of water, and stir until dissolved; now add the sodium chloride and bicarbonate, continue the stirring for a few minutes, pour the mixture on a No. 50 hair sieve, add the calcium chloride, previously dissolved in 8 fluidounces of water, and then enough water to make the whole measure 4 pints. Put this into the usual ten-gallon fountain, fill the latter with water, and charge with carbonic acid gas to moderate pressure only.

Antipyrin and Sodium Salicylate.

M. D. M. presents the following prescription and asks if anything is wrong with it:

Antipyrin,	
Sodium salicylate, of each	4 grains.
Apomorphine	1/20 grain.

Antipyrin and sodium salicylate, when mixed together, form a stiff mass, which, however, dries out in time. This would cause the powders to present a different appearance than that expected, but would probably not interfere with their therapeutic action.

Machine for Filling Collapsible Tubes.

R. B. S. wants to know where he can procure a machine for filling collapsible tubes with tooth-paste, toilet creams, and the like. We have not been able to find any manufacturer of machinery who makes instruments of this nature. We are inclined to believe, however, that such a machine could be procured of any manufacturer of the collapsible tubes. At any rate, such manufacturers could give you desired information. Particular mention may be made of the Raymond Lead Co., 51-59 West Lake Street, Chicago. This house is headquarters for everything in the way of collapsible tubes. Niedlinger Bros., of 77 Murray Street, New York, are manufacturers, we believe, of a machine used for closing collapsible tubes, and possibly they could help you out in case you fail to get assistance anywhere else.

Dispensing Difficulty.

R. C. B. wants to know the proper method of compounding the following prescription:

Mercuric chloride,	
Mercury,	
Powdered iodine, of each	1 ounce.
Lard	4 ounces.

Sig.: Apply as directed.

We fear that some change in this prescription would have to be made before it could be successfully compounded. You might try the following method: Substitute lanolin for lard; rub the mercury in a mortar with half an ounce of the former until the metal is "extinguished;" then add the remaining quantity of lanolin and mix well. In another mortar triturate the iodine and the mercuric chloride with 3 drachms of chloroform until a uniform powder results. Add this mixture to the foregoing mass, and triturate the whole until a smooth and homogeneous ointment is procured.

Cocaine Hydrochlorate and Sodium Borate.

W. C. C. asks what is the proper method of dispensing a prescription calling for cocaine hydrochlorate and sodium borate; and he wants to know whether there is anything wrong with the combination. These two substances are incompatible. The cocaine (alkaloid) is precipitated by the borax. This may be avoided, however, by first triturating the borax with glycerin before it is dissolved in the water. About one drachm of glycerin to each scruple of borax would be adequate for the purpose.

Removing Old Paint, etc.

W. L. F.—The ordinary method of removing old paint is either scraping or burning it off, but this is extremely laborious and too slow for general purposes. The more thorough and expeditious way is by chemical process, using for the purpose a solution of soda and quicklime in equal proportions. The solution may be made as follows: The soda is dissolved in water, the lime is then added, and the solution is applied with a brush to the old paint. A few minutes are sufficient to remove two coats of paint, which may then be washed off with hot water. The oldest paint may be removed by a paste of soda and quicklime. It should be borne in mind, however, that the wood must be afterwards washed with vinegar or an acid solution before it is repainted, in order to remove all traces of the alkali.

As for removing old varnish and shellac, either turpentine or alcohol would in all probability be found efficacious.

Pile Ointments.

B. F. M.—Try these formulas. They have been recommended as being very efficient:

(1) Nutgalls, in very fine powder....2 drachms.
Extract of belladonna.....1 drachm.
Extract of stramonium.....1 drachm.
Extract of ergot.....1 drachm.
Carbolic acid, crystals.....2 drachms.
Oil of tar.....1 drachm.
Simple cerate .....7 ounces av.

Melt the cerate by gentle heat and incorporate the carbolic acid and the oil of tar. With the aid of a small quantity of hot water liquefy the extracts and add to the melted cerate. When well mixed incorporate the powdered nutgalls.

(2) Nutgalls, in fine powder.....40 grains.
Opium, in fine powder.....10 grains.
Bloodroot, in fine powder.....10 grains.
Extract of stramonium.....15 grains.
Simple cerate, enough to make....1 ounce av.

Mix and proceed as in number one.

Tooth-wash.

W. A. R. complains that a formula for tooth-wash, published in the BULLETIN a year or two ago, has caused him some trouble. He asks what "Solution of Carmine, N. F." is. "Several leading druggists" of his town have not been able to tell him. This substance is simply one of the preparations of the National Formulary, and the formula for it can be found on page 78 of the last edition. The Latin title is "Liquor Carmini."

Embalming Fluid.

F. L. H.—Hager suggests the following as a substitute for Wickersheim's well-known "preserving fluid:"

Salicylic acid.....4 drachms.
Boric acid.....5 drachms.
Potassium carbonate.....1 drachm.

Dissolve in 12½ ounces of hot water and add:

Glycerin.....5 ounces.

Then add:

Oil of cinnamon, oil of cloves, of each, 3 drachms, dissolved in
Alcohol.....12½ ounces.

This fluid is not poisonous, and possesses the desirable property of acting as an antiseptic. The borosalicylate may be used in connection with other solvents if desired.

Paper Used in the Finishing of Pharmaceuticals.

G. H. M. wants to know what kind of paper the manufacturers of pharmaceuticals use in wrapping their bottles—the transparent paper through which the label can easily be read. This paper is commercially known as "parchment," but of course it is not real parchment, which is a very expensive and rare article. However, no difficulty will be found in getting it under this commercial name. The bottle is wrapped in the following manner: The top of the paper is dampened so that it can be squeezed around the neck of the bottle with the effect of producing a neat package, and the back seam is stuck together by means of flour paste.

Latin Abbreviations.

L. C. W. has a physician who is fond of writing his prescription directions as follows: "T. i. d. p. c.," and "T. i. d. a. c." L. C. W. is of course familiar with the meaning of "T. i. d.," but he does not know what the "p. c." and "a. c." after this abbreviation means. We may explain that these are the abbreviations for the Latin phrases *"post cibos"* and *"ante cibos,"* meaning "after meals" and "before meals." Incidentally we may call our correspondent's attention to the series of articles now running in the BULLETIN, and entitled "The Interpretation of Prescriptions." Much useful knowledge concerning this very important branch of the pharmacist's art will be found in Mr. Pepper's treatment of the subject.

The Veterinary Colleges of the United States.

A. E. P.—The chief institutions are the following: McKillip Veterinary College, Chicago, Ill.; New York American Veterinary College, New York; New York State Veterinary College, Ithaca, N. Y.; Chicago Veterinary College, Chicago, Ill.; Kansas City Veterinary College, Kansas City, Mo.; Veterinary Department, University of Pennsylvania, Philadelphia; U. S. College of Veterinary Surgeons, Washington. Of these colleges, the Chicago Veterinary College and the Veterinary Department of the University of Pennsylvania probably take the lead.

Carpet and Rug Cleaner.

J. M. B. is much interested in the formula for a carpet and rug cleaner given on page 100 of the March BULLETIN by A. Armour, and he writes us to know if we cannot print the directions for its use. In reply we have only to explain that these were provided by Mr. Armour in the circular advertisement which was reproduced in connection with his article.

Mistura Tussis.

C. J. B.—"Mistura Tussis" is simply the Latin rendering of plain "cough mixture." Inasmuch as there is no U. S. P. or N. F. preparation having this title, it would with propriety apply to almost any cough remedy. In the nature of the case, no formula could be given for it. "Fox Ointment" we have never heard of.

Regarding an "After-shave."

W. A. W.—We are much interested in the experiment you propose with reference to a formula published in the BULLETIN some time ago. It would be rather difficult to say without trial just how successful your scheme will be, but it strikes us rather favorably. Suppose you carry it out.

Casein as a Base for Massage Cream.

M. J. A.—Much has been printed on this subject in recent numbers of the BULLETIN, and we would refer you especially to an article which appears elsewhere in the present issue in the department of "Practical Pharmacy."

Treatise on Incompatibilities.

J. G. L.—The best book on this subject is that by Prof. Edsel A. Ruddiman, of the Department of Pharmacy of Vanderbilt University, in Nashville, Tenn. It is entitled "Incompatibilities in Prescriptions," and is published by John Wiley & Sons, of New York City. It is an admirable book and should be in the library of every pharmacist.

British Oil.

R. B. S.—"British Oil" can be made after the following formula:

Oil of amber, crude	10 drachms.
Oil of turpentine	5 ounces.
Linseed oil	5 ounces.
American petroleum	5 ounces.

Walnut Hair Dye.

F. M. P.—A typical preparation made from green walnut shells is the following:

Green walnut shells	2 ounces av.
Alum	¼ ounce av.
Olive oil	4 ounces.

Heat together in a water-bath until the water has been completely expelled; then express, filter, and perfume.

Book on Window Dressing.

G. H. M.—We know of no book that treats of either window dressing or sign lettering. "Retail Advertising for Druggists and Stationers," written by Frank Farrington, and published by the Baker & Taylor Co., of 33-37 East 17th Street, New York City, gives some consideration to the former subject, however, and might possibly serve your purpose.

To Assuage the Burns of Caustic Potash.

B. F. wants to know what will stop the action of caustic potash after it has been applied to the skin of an animal long enough to produce a burn. We reply: Water and weak acids. Under the latter classification vinegar serves the purpose.

A Formula Wanted.

S. E. J.—We are not able to give you a formula for the proprietary preparation mentioned by you.

THE SCRAP BOOK.

THE well known brand of potassium iodide manufactured by Chas. Pfizer & Co. is especially appreciated by pharmacists and manufacturers of pharmaceutical preparations who desire an article that is particularly free from such impurities as excess of alkali.

VERY OBLIGING.—Silas Hopkins (in the city): "Mandy, these here city fellers is mighty kind and polite."

Mandy Hopkins: "How do you know, Silas?"

Silas Hopkins: "I wanted ter git a fifty-dollar bill changed en' a nice young feller said he'd get it for me, and he's goin' ter bring ther change to ther hotel."

FROM THE LAND OF BURNS.—The following interesting postal card was received last month by the Dabrooks' Perfume Company of Detroit, Mich. It explains itself:

1 NEW ROAD, AYR, SCOTLAND,
March 24, 1903.

The Dabrooks' Perfume Company:

GENTLEMEN—Always on the lookout for good things, I act on your suggestion, and, throwing down my newly-arrived March number of the BULLETIN OF PHARMACY for a few minutes, I hastily snatch pen and post card, and these few lines are the result. As you say that "Dabrooks' perfumes have something to do with it," I need add no more unless perhaps to say that a "land-of-Burns" chemist appreciates your style of advertising.

Yours very truly,
A. RUSSELL LOCHHEAD, M.P.S.

This interesting postal shows two things: First, that the Dabrooks' Perfume Company know how to advertise; second, that the BULLETIN OF PHARMACY reaches druggists everywhere—in Scotland or Australia as well as in New York or California.

THROUGH THE TELEPHONE.—Mrs. Merony: "Is that you, doctor?"

Doctor: "Yes, who is it?"

Mrs. Merony: "Mrs. Merony. Oh, doctor, what shall I do for the baby? He has swallowed a dime."

Doctor: "Well, you surely don't want to spend $2 to get a dime, do you?" And the telephone ceased to work.—*Newman Independent.*

(*Department continued on advertising page 32.*)

$100.00 A BOTTLE $100.00

Cash Guarantee
OF PURITY

Grape Juice. Apple Juice.

GLEASON'S!

Serving Jar and Wine Glasses FREE
FOR SODA FOUNTAINS!

WRITE FOR PICTURE, PARTICULARS AND PRICES.

Serving jar is porcelain, hand-painted, with fruit and leaves in natural colors, and is an artistic addition to your soda counter. Gleason's Fruit Juices are clear as wine, sparkling, free from cooked taste, and are just as represented, or money refunded.

TRY THEM! THEY ARE THE BEST SELLERS, TWO TO ONE!

GLEASON GRAPE JUICE CO., Fredonia, N. Y.

CHICAGO, 30 LaSalle St. NEW YORK, 105 Hudson St.
BOSTON, 173 State St. PHILADELPHIA, 202 S. Front St.

HIGHLAND PARK
COLLEGE OF PHARMACY,
DES MOINES, IOWA.

RESIDENT COURSES:

I. Regular Ph.G. Course.
II. Special Course to prepare students for examination before State Boards.

One of the largest and best equipped Colleges of Pharmacy in the United States.
School the entire year.
Students present from almost every State in the Union.
Expenses very reasonable.
Send for catalogue of the College of Pharmacy.
Address: O. H. LONGWELL, President,
Highland Park College of Pharmacy, Des Moines, Iowa.

CORRESPONDENCE COURSE.

Highland Park College of Pharmacy offers the best Correspondence Course in Pharmacy before the public.

The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. No matter where you live, we can prepare you for your examination before your State Board of Examiners.

Send for Prospectus of Home-Study Course in Pharmacy.
Address:

O. H. LONGWELL, President,
Highland Park College of Pharmacy, DES MOINES, IOWA.

KYMO

REDUCES the COST and IMPROVES the QUALITY OF ICE CREAM.....

With KYMO the **BEST QUALITY** of ice-cream (not excepting an all-cream product) can be made at from

20 CENTS to 35 CENTS per GALLON.

No cream, eggs, or other substance is required—nothing but KYMO, milk, sugar, and flavoring. The foregoing being true (a **SAMPLE WILL PROVE** that it is), you can not afford to purchase your ice-cream or to make it in any other way **RICH, SMOOTH** and **CREAMY**, KYMO ice-cream means a **SAVING** of from **50% to 100%.**

Write for free sample, or send 25 cents for large package.

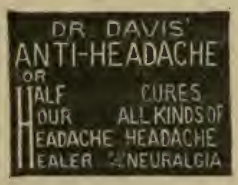
THE KYMO CO.,

542 Albany St. - LITTLE FALLS, N. Y.

DR. DAVIS'

ANTI-HEADACHE

THE PIONEER OF ALL HEADACHE REMEDIES.



Read the Special Advertising Offer below. A net profit of $6.75 on an investment of $5.25.

CUT THIS OUT.

This coupon is good for one dozen 25-cent size DR. DAVIS' ANTI-HEADACHE, when signed and attached to an order for three dozen DR. DAVIS' ANTI-HEADACHE through your jobber.

Signed.....

Town.....

State.....

Date.....

THE NEW YORK MARKET.

ADVANCED.—Cod-liver Oil; Cream Tartar; Larkspur Seed; Nitrate of Silver; Nux Vomica; Saffron (American); Sarsaparilla; Tartaric Acid; Wormseed.

DECLINED.—Alcohol; Anise-seed; Colchicum Seed; Ergot; Menthol; Oil of Bergamot; Peru Balsam; Spermaceti; Thymol.

There is very little at the moment to claim the attention of those interested in the drug market. Even leading articles, with one exception, are selling only moderately in a jobbing way. There is no single explanation of this except that supplies in most lines have been quite normal for some time past; the law of supply and demand rules, and business moves along on quiet lines. As many declines as advances in price mark the progress of the month, but the former have been largely on the more unimportant lines.

OPIUM is without interest in this market. Sales are very slow and unimportant, altogether in a jobbing way. Still, a steady tone prevails, with no indication of lower quotations. The situation is without change in the primary market also, holders maintaining a fairly firm attitude. No definite information is at hand regarding the next sowings.

MORPHINE.—The situation remains unchanged, the market being very quiet in sympathy with the crude article. Sales are normally good.

QUININE.—The market is very quiet, with scarcely any inquiry, but is steady in tone—manufacturers sustaining quotations—with a few light jobbing transactions. The offerings of bark at the last auction were in good volume, and sold at unchanged prices, leaving the local situation unchanged. The next auction occurs soon, but no new developments are anticipated.

COD-LIVER OIL.—Quotations are still advancing, having now reached a point before unknown, or even approached since 1884. This is not due to poor fishing, as while the fishing has not been extraordinarily good, it has been on the whole fair; but the yield of oil is extremely limited. The Lofoten fishing is just closing, with a yield of about one-tenth of last year's yield, and no reënforcement to look to except some possible light supplies from Newfoundland. The situation is therefore very clear with regard to prices for the coming year.

CUBEB BERRIES.—No change in quotations has as yet been made, but reports just received from the foreign markets indicate a possibility of increased quotations.

ERGOT.—A slight decline has been made in this prominent article, owing to conditions abroad and light demand.

NUX VOMICA, owing to slight supplies and reported light crops, has advanced. The market is now almost bare, and quotations can hardly be lower for some time to come.

NITRATE OF SILVER.—Two advances have been made within the past week, in sympathy with a rise in the metal.

ESSENTIAL OILS.—Damage to peppermint crops by rain is reported from the West, inquiry is developing, and quotations may advance. Cassia is reported as somewhat firmer abroad, which causes a better feeling in our market, but no change in quotations has been made. Anise-seed has been slightly reduced, but latest advices from abroad report a stronger feeling in the market for oil, stocks having been well cleared up. Pennyroyal is in good demand with market firm. Messina essences are without change in price, with a firm market. Bergamot has declined.

New York, April 28, 1903.

SCIENTIFIC EXEGESIS.—"Our pastor is very liberal, but he doesn't deny the scripture account of the fall of man."

"No?"

"No; he admits Eve ate the apple, but holds she was caused to do so by a microbe, rather than a serpent."—*Detroit Journal.*

THE MARVEL "WHIRLING SPRAY" SYRINGE

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9th, 1902, as the latest and best improvement in **Vaginal Syringes.** Particular attention is called to the fact that by reason of its peculiar construction the **Marvel Syringe dilates and flushes the vagina** with a volume of **whirling spray,** which **smooths out the folds** and **permits** the **injection** to **come into contact** with the **entire surface,** instantly **dissolving** and **washing** out all **secretions** and **discharges.**

IT IS A MARVEL

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

SOLE PROPRIETORS.

TIMES BLDG., NEW YORK.

BRANCH OFFICES,

Paris, France, - - 42 Rue du Marche.
London, England, - 11 Queen Victoria Street.
Sydney, N. S. W., Australia, - 416-418 George Street.

No Question About
OLD DUROY PORT WINE.

Duroy Wine has been made continuously since 1873. Its reputation with retail druggists is and has been established beyond a doubt as the best and purest Port Wine in existence.

Why not order a six-gallon keg, and with it goes a case of samples for free distribution among your families and physicians. The samples will sell the keg.

Our leaders in wines include Champagne Wine Non-Sparkling, a true Champagne without the sparkle, and a ready seller; Duroy Claret Wine, the only wine made for the Soda Fountain; Duroy Blackberry, a valuable wine.

Write for particulars. Samples sent express paid.

ADDRESS . . . THE DUROY & HAINES CO., SANDUSKY, O.

Breaks All Records

Mull's Grape Tonic sales lead all other constipation cures in every locality in which it has been introduced. On the American market but two years.

Do You Want a Lively Seller?

We will make a liberal offer to hustling druggists everywhere. Unique and intelligent advertising has made this the success of the year. Write us for particulars. Trade supplied by jobbers at $4.00 a dozen.

MANUFACTURED IN AMERICA ONLY BY

The Lightning Medicine Co., 2101 Third Avenue, Rock Island, Ill.

THE finer grades of "Pot Flint" glass bottles are made by the Saltsburg Bottle Works Company, of McDonald, Pa.

SPECIAL propositions are worth the time of every druggist to consider—and consider most carefully. One is extended to readers of the BULLETIN on advertising page 41 of this issue.

TOMMY.—"I've got ten cents. How much have you got?"
Johnny: "I've got five cents. What shall we do with it?"
Tommy: "Let's go and organize a trust."—*Somerville Journal.*

LIQUID court plasters have now sprung into a large demand. It is worth mentioning that the original article of this nature was manufactured, and is still manufactured, by the Carpenter Chemical Company, of Detroit, Mich.

OMINOUS.—

O, men, an omen oft you see,
But do not let one trouble you,
Unless the omen chance to be
Preceded by a W.

In that case it is wo, men say,—
Or women; and the trick of them
Is just to wait and have their way
Until you take your pick of them.

FELIX CARMEN in *Life.*

DRUGGISTS are frequently asked for something with which to remove old paint and varnish from woodwork. Positively the best thing of this kind is "Ad-El-Ite." This is manufactured by the Adams & Elting Company, of Chicago. Prices are given on advertising page 43 of this issue of the BULLETIN.

THIS is the season of the year when you need fans your store to keep the air fresh and cool. The Special Manufacturing Company, of 400 S. Meridian Street, Indianapolis, Ind., is headquarters for everything of this sort.

"Is Tragedicus obliging toward his audiences?"
"Very. I saw him play Brutus once, and he killed himse three times in response to encores."—*London Tit-Bits.*

STABILITY is the great desideratum in peroxide of hydr gen. The "M. C. W." brand is unequaled for keeping qua ties, and is therefore economical for druggists to handle it always gives satisfaction to physicians. It may be obtain in packages ranging from one-quarter to five-pound bottles.

"THERE'S no use o' talkin'," said Mrs. Corntossel, "th thing o' bein' a congressman must mean some mighty ha work."
"I don't see why."
"Jes' think of it! A congressman packs up an' moves Washington, an' he doesn't no more'n get settled than alo comes a vacation an' he's got to pack up an' move hor again."—*Washington Star.*

SPECIAL TERMS ON CASTORIA.—Castoria—"the kind y have always handled"—is made by The Centaur Co., 77 Mu ray Street, New York, of which Charles H. Fletcher is pres dent. Mr. Fletcher thinks that almost any druggist ought be able to sell a dozen bottles of his specialty a month, one gross a year, and to induce effort in that direction he a thorizes jobbers to allow a special discount of 5 and 2½ p cent on gross lots. Druggists are invited to send for count wrappers, cartons, and other advertising matter.

THE SOUTHERN SPECIAL DRUG STORE FIXTURE.

This outfit comprises 32 feet of show-bottle shelving at the left, and 32 feet of shelving for patent medicines at the right, with a 7-foot prescription case in the rear. The wood-work is birch, with a rich mahogany finish and decorated with inlaid ornaments. The entire outfit is complete, including drawer-pulls and other furnishings. The front of the prescription case has a large beveled mirror in the center, with Florentine glass and wood panels on either side. There are two 30-inch extensions or partitions, making 12 feet front. In the rear is a 7-foot prescription counter, with drawers, slides and shelves.

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

THE ideal vaccine is made by Parke, Davis & Co.

TALK No. 3 is given this month on advertising page 54 by "The Expert."

FROM "THE LYRE."—Bobby Bingo: "How long did it take you to learn how to swim?"
Willie Wise: "I learned in fourteen lickings."

WHENEVER you need anything in the way of nice show-cases it will pay you to write for a catalogue and prices to the Reid Manufacturing Company, of Detroit, Mich. This house has a fine line of cases. It will profit any druggist to inspect them.

PREACHING AND PRACTICE.—

When a doctor makes a visit
To a home where one lies ill,
Oft he takes heroic measures,
Here we see the size of pill: O

But when from hard work and exposure
The doctor's own health goes amiss,
And symptoms call for medication,
The doctor takes a dose like this: o.
—*Medical World.*

MR. J. M. BUSH, of Messrs. W. J. Bush & Co. Ltd., London, and of Messrs. W. J. Bush & Co. Incorporated, of 5 Jones Lane, New York, left England for America by the *Teutonic* early last month. He was accompanied by Mr. W. S. Gill, who for some time has controlled the perfumery branch of the English company. Perfumers and others who are interested in new products and the modern methods of applying them, would do well to write to Mr. Gill, 5 Jones Lane, whilst he is in America.

THE "Standard" cash register is admirably adapted for druggists' use. Write for particulars to J. N. Biddle & Co., 5479 Lexington Avenue, Chicago, Ills.

DEPRESSING.—"Were there laughter and cheers during your speech?" "Well," answered the youthful statesman, "there weren't many cheers, but now and then people in the audience looked at one another and laughed."—*Washington Star.*

A PROFITABLE SUGGESTION.—A retail druggist in New York distributed one thousand booklets descriptive of the Marvel Whirling Spray Syringe in his neighborhood. His

sales during the following fifteen days were 6½ dozen at a net profit of $76. We want one or more druggists in each city to do likewise. We furnish the booklets free, expressage prepaid. Write the Marvel Co., Times Building, New York City.

SOLUBLE, ODORLESS GUAIACOL.—The past quarter of a century has witnessed a large number of advances in pharmacy and chemistry. Among the most welcome and important triumphs is the introduction of Thiocol Roche—a water-soluble form of guaiacol. Chemically, this substance is potassium guaiacol-sulphonate. One of its great advantages (as compared with guaiacol and its parent substance, beechwood creosote) is that it is soluble in water. A further advantage

BUCKEYE PAINT AND VARNISH CO.

PAINT, COLOR
and
VARNISH MAKERS.

SOLE MANUFACTURERS **CRYSTAL-ROCK FINISH.**

Write for Catalogue and Prices. TOLEDO, OHIO.

YESBERA MFG. CO.
TOLEDO, OHIO.

THE BEST YET! Our 1903 Product in **Furniture of Steel**

An exemplification of the qualities of elegance of design, beauty of finish, strength of construction, these goods possess some points of particular advantage over anything that has yet been produced, embodying at once certain desirable qualities that have seldom been attained together.

STOOLS, CHAIRS, TABLES, for the up-to date outfitting of Ice Cream Parlors, Confectionery Stores, etc. In keeping with the most elegant of soda fountain appointments.

Write us for our proposition to show you a sample.

YESBERA MFG. CO., - - TOLEDO, OHIO.

is its freedom from irritant action on the upper digestive tract. But the feature that makes Thiocol Roche of special interest during the warmer months is that it does not disturb digestion, as do many remedies employed in tuberculosis and other pulmonary complaints.

Interesting literature on Thiocol Roche may be secured from Merck & Co., University Place, New York. In a late advertisement of this firm we find these statements: "We are daily in receipt of requests from druggists for a supply of printed matter on Thiocol Roche. Their object is to distribute it among physicians. When you stock Thiocol Roche we should like to send you literature."

You may be able to stimulate your prescription business by writing for some of this printed matter.

TRAMP: "Have you anything to do in my line to-day madam?"

Lady: "What is your business?"

Tramp: "I'm a dentist, ma'am. I'll put a good set of teeth in a mince-pie for you, free of charge."

A GREAT LABOR SAVER.—In this issue of the BULLETIN will be found the advertisement of the Improved Snowdrift Ice Shaver. This handy little machine will more than save its cost in a single season, and will furnish to the dispenser a supply of finely shaved ice with very little labor. The "Snowdrift" is made to stand on the counter, and is really an ornament. It occupies very little space, is handsomely finished, and is the quickest snow-maker on record.

It is sold to the soda-water dispenser on condition that if it does not suit it can be returned and the money paid for it refunded. There is absolutely no risk. The machine is exactly as represented, and never fails to give satisfaction. Orders are pouring in for this profitable little machine, and it will be to your interest to get your order in early.

"COME, old chap, brace up and let me take you home and square you with your (hic) wife."

ICE CREAM SODA is about as troublesome to the dealer as it is attractive to the public, but if there were a better profit in it no one would mind the trouble so much. Ginger ale can be drawn at a cost of a trifle over a cent a glass if made by Stearns' Diamond Extract, and it certainly is a more satisfying drink than ice cream soda, besides being less trouble to serve. Four cents a glass profit is worth looking for on a five-cent drink; the glasses are more easily washed, and there's not half the detail in serving that ice cream soda requires. Suppose you try it. Ask Frederick Stearns & Co., Detroit, for a free sample; they will send it gladly if you mention the BULLETIN OF PHARMACY.

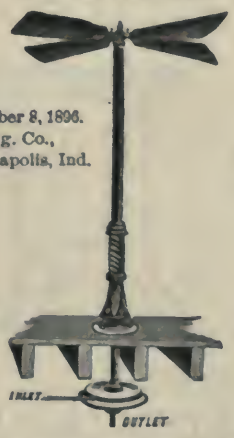
TRIUMPH WATER DESK FAN.

PAT. AUG. 11, 1896.

TRIUMPH COUNTER COLUMN WATER FAN.

Patented December 8, 1896.
Specialty Mfg. Co.,
Indianapolis, Ind.

TRIUMPH FLOOR COLUMN WATER FAN.



WE ALSO MAKE

CEILING, BRACKET AND COLUMN FANS

FOR BELT POWER, AND

WATER MOTORS

FOR DRIVING THEM.

IN FACT, CAN SUPPLY YOU WITH ANYTHING IN THE FAN LINE.

WRITE FOR CATALOGUE.

SPECIALTY MFG. CO.
400 S. MERIDIAN ST.,
INDIANAPOLIS IND.

THE GRAND RAPIDS ICE CREAM CABINET. A large assortment of various styles and sizes constantly carried in stock. Can make prompt shipments. These Cabinets are nicely finished and will save their cost in Ice in one season. Have a large amount of unsolicited testimonials on file. We can please you as well as we have pleased others. Write for illustrated catalogue.

Chocolate Cooler Co.
Grand Rapids, Mich.

Manufacturers of Ice Cream and Oyster Cabinets, Chocolate Coolers, Dipping Tables and Candy Boards.

"DIOXOGEN" is the brand of hydrogen dioxide which keeps!

EVERY druggist knows that the best line of shoe polishes on the market is Whittemore's.

IDA: "Before the wedding she used to say he was a 'lion.' Does she call him that now?"
SUE: "No; she just calls him a plain beast."

THE advertisement at the top of advertising page 15 of this issue of the BULLETIN contains a proposition which is worth looking into.

"ANTIPHLOGISTINE," the *par excellence* remedy for inflammation and the like, is made by the Denver Chemical Manufacturing Company, of 57 Laight Street, New York City.

IN a Presque Isle county cemetery there is a stone erected by a widow to her loving husband bearing this inscription: "Rest in peace—until we meet again."

"LYMPHOIDS" is the new nerve and brain food containing animal extracts, and is made by the Goat Lymph Sanitarium Association, with offices in the Auditorium Building, Chicago, Ill.

THE old-fashioned artificial fruit syrups will do no longer at the soda fountain. The taste of the customer must now be tickled in the latest and most approved fashion. Pure fruit juices alone will do. Now it happens that about the most profitable products of this kind on the market are Fenner's Chautauqua Grape Juices, manufactured by the Chautauqua Fruit and Grape Juice Company, of Westfield, N. Y. Write for prices, and mention the BULLETIN OF PHARMACY.

NATURALLY.—Student: How is it, doctor, that I always take a cold in my head?
Doctor: It is a well-known principle, sir, that a cold is most likely to settle in the weakest part.

The appearance of a drug store certainly has a good deal to do with the amount of patronage it enjoys. Attractive show-cases are one of the great desiderata; and show-cases of this kind can be gotten of the Detroit Show Case Company, of Detroit, Mich. Write them for a catalogue, and mention the BULLETIN OF PHARMACY.

THERE are some things we never get tired of hearing about. They never pall upon the palate. For instance, to repeat that Powers & Weightman's stand on the top round of the ladder in everything that relates to pure medicinal chemicals is to say something that every druggist will heartily agree with.

SILAS MEDDERS: "Whut's ole Hen Pecht so golfired cross 'bout?"
Hi Gosch: "It's all 'bout this hyar Rural Free Delivery we're goin' tew have. He sez he don't see how he's ever goin' tew git out among the boys now thet there won't be no excuse fur goin' tew the postoffice."—*Philadelphia Press.*

CHICAGO WIRE CHAIR CO.

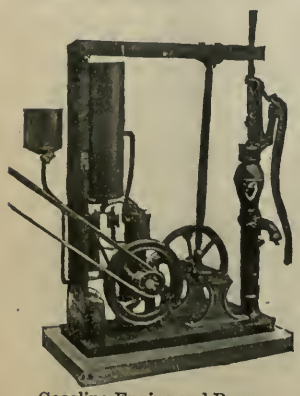
PATENTED

We Manufacture Those Wire Chairs, Tables, Soda Fountain Stools that have become so popular. . . . . .

Write for Catalogue.

They are not riveted together
They will not come apart
They will last forever
They are made of tempered steel wire
They are indestructible
They are light, airy and attractive
They are easy to keep clean
They are not expensive
They are the best on the market

70 JEFFERSON STREET, - - - CHICAGO, ILL.



Gasoline Engine and Pump Combined.

HEADQUARTERS FOR FANS

GAS AND GASOLINE ENGINES ALSO WATER MOTORS

For driving Ice Cream Freezers and Fans. Give particulars of what you want to drive. Catalogues Free.

Water Motor.

CHICAGO WATER MOTOR & FAN CO.

22 AND 24 SOUTH CANAL CHICAGO, ILLINOIS

Dr. Charles's "Flesh Food" is one of the few "foods" of this variety which really do the business.

But No Remedy.—Doctor: "Have you taken any remedy for this trouble?"

Patient: "No, doctor, I have not; but I've taken a power of medicine."—*Harlem Life.*

Lansing's "Glasscine" labels for shelfware serve exactly the same purpose as glass labels, and are much less expensive. Write for samples and catalogue to Dr. R. R. Lansing, 22 Hilsendegen Building, Detroit, Mich.

The scarcity of servant girls led Mrs. Vaughan to engage a farmer's daughter from a rural district of Ireland. Her want of familiarity with town ways and language has led to many amusing scenes.

"Can Mrs. Vaughan be seen?" the visitor asked.

"Can she be seen," sniggered Kathleen. "Shure, an' Oi think she can; she's six feet hoigh and four feet woide! Can she be seen? Sorrah a bit of anything else can ye se whin she's about."—*Casse.l's Journal.*

Very few druggists have an automatic and efficient process for making simple syrup for the fountain. The "Hensel Syrup Percolator" is just the thing they need. It is a 15-gallon apparatus which will yield from six to seven gallons of syrup per day, and which requires but a few minutes' attention during the twenty-four hours. It is a never-failing sourse of supply, and can always be depended upon to do the same amount of work in a given time. Write for prices to Samuel T. Hensel, pharmacist, 801 East Colfax Avenue, Denver, Colo.

"Puck's" Philosophy.—Jokes when you see the point are always much funnier than those where you feel it.

When doctors disagree, they call each other quacks, and often they are right.

Hissock: Got the rheumatism, eh? I congratulate you, old boy.

Twinger: Congratulate me?

Hissock: Yes; it must be awfully nice to have the rheumatism—there are so many things in the drug market that are good for it, you know.

"I see they have closed up the matrimonial agencies in Chicago."

"Isn't that too bad? Why, what on earth will become of all those lovely women with large fortunes in their own names who are so anxious to secure kind and loving husbands?"—*Cleveland Plain Dealer.*

A Few Sales.—Mr. W. B. Berry, the able sales agent of the American Soda Fountain Co., is a most ubiquitous and energetic fellow. His sales this year are larger than ever before. He is taking orders almost daily for down-to-date soda fountains, and reports the following sales the past week:

Dodge and Wheeler, Bellows Falls, Vt., a handsome wall apparatus.

H. J. Goulding, Corinna, Me., has also purchased a handsome marble apparatus outfit.

C. R. Reed, Van Buren, Me., an apparatus outfit.

The Vermont Marble Co. of Proctor, Vt., have bought a large apparatus wall outfit to place in the drug end of their big department store. United States Senator Proctor is the head of this concern.

LANOLIN

"BRITISH"

HYDROUS U. S. P. and ANHYDROUS.

LIVERPOOL AND LONDON, ENGLAND.
MONTREAL AND TORONTO, CANADA.

WHY PAY FANCY PRICES!

WE GUARANTEE OUR PRODUCT U. S. P.

PRICE 30C. PER LB.

F. O. B. NEW YORK.

If your Jobber does not keep it, send to us direct—he is handling something which pays him better.

1 LB. CANS, 30C. LB.; 7 LB. CANS, 28C. LB.;
14 LB. CANS, 27C. LB.; 28 LB. CANS, 25C. LB.

Special Quotations for Veterinary and Commercial Grades.

EVANS AND SONS, Lim., 133 WILLIAM ST., NEW YORK.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . $1.00 SIZE . . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50C. SIZE . . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS.

DR. J. C. HOOD, LOUISVILLE, KY.

Robert J. Cochran of Houlton, Me., one of the most popular druggists in Aroostook county, has purchased a complete wall apparatus outfit.

E. Tetranet of Biddeford, Me., has purchased a large wall apparatus.

The American Soda Fountain Co. have also sold to the Armstrong Co. a handsome wall apparatus to go into the Union Station at Portland, Me.

There is every prospect that the coming season will be most profitable for soda-water dispensers. The general public are more and more becoming addicted to the cup that cheers without inebriating. They realize that soda water is a healthful and nourishing drink, and are using it more and more every day. The druggists and confectioners are quick to realize that this end of their business may be made most profitable, and are availing themselves of the wonderful opportunities offered by the American Soda Fountain Co.

Have you ever stocked "New-Skin?" It is one of the finest counter specialties the druggist has ever had placed at his disposal.

The Amount of Sleep Required.—A healthy infant sleeps most of the time during the first few weeks, says the *New York State Medical Journal*, and in the early years people are disposed to let children sleep as they will. But when six or seven years old, when school begins, this sensible policy comes to an end, and sleep is put off persistently through all the years up to manhood and womanhood. At the age of ten or eleven the child is allowed to sleep only eight or nine hours, when its parents should insist on its having what it absolutely needs, which is ten or eleven at least. Up to twenty a youth needs nine hours' sleep, and an adult should have eight. Insufficient sleep is one of the crying evils of the day. The want of proper rest and normal conditions of the nervous system, and especially the brain, produces a lamentable condition, deterioration in both body and mind, and exhaustion, excitability and intellectual disorders are gradually taking the place of the love of work, general well-being, and the spirit of initiative.

If you use Rippey's powdered "Foamoline" in the manufacture of ice creams, sherbets, fruit-frosts, and the like at the soda-fountain, you will lessen very much the consumption of eggs and other expensive ingredients. Foamoline costs about 35 cents per pound, and is made at 132 East Second Street, Cincinnati, Ohio, by William Rippey.

Trouble.—A Michigan man owed another man $10. It was due on Tuesday. At midnight on Monday night the man who owed the money came around, woke his friend up, and told him he couldn't pay the bill.

"It worried me so I couldn't sleep, and so I just thought I'd tell you now," he said.

"Dern it," said the other man, "why didn't you wait till morning? Now I can't sleep, either."—*The Lyre.*

The Acorn Brass Manufacturing Company, of Chicago, is now in its handsome and elaborate new quarters. Its building covers the block surrounded by Green, Fulton, and Peoria Streets. This location was formerly occupied by the house, but a fire unfortunately destroyed its building last December. The new building furnishes everything that modern ingenuity can devise, and it may be depended upon that the "Wonderful Doran Lighting System," advertised on page 45 of the Bulletin, will now be more perfect than ever.

FENNER'S
CHAUTAUQUA
GrapeJuice
IS THE PURE JUICE OF THE CHOICEST CONCORD GRAPES UNFERMENTED AND UNCHANGED
GUARANTEED ABSOLUTELY PURE.
Write for sample and prices.
Chautauqua Fruit and Grape Juice Co.,
WESTFIELD, N. Y.

A COMPLETE
QUIZ SYSTEM
OF PHARMACY
And all the allied branches, namely: Chemistry, Materia Medica, Posology, Toxicology, Incompatibilities and Prescription Latin.
By WILLIAM J. ROBINSON, Ph.G., M.D.,
President of the New York Board of Pharmacy Institute.
An Invaluable Aid for Self-Examination and for Testing One's Knowledge . . . .
IN TEN PARTS. 1. Chemistry. 2. Pharmacy. 3. Botany and Materia Medica. 4. Posology and Toxicology. 5. Prescription writing and prescription Latin. 6. Incompatibilities and incompatible prescriptions. 7. Miscellaneous questions on all subjects. 8. Model examinations—defects of present examinations pointed out. 9. Numerous complete examination papers from the various Boards of Pharmacy in the U. S. 10. Regents' examination papers in Chemistry.
Price, cloth, $2.50 net. Delivered free.
Address all communications to
CRITIC-GUIDE COMPANY,
117-119 East 128th St., NEW YORK.

A Pleasant Evening.—The Interdepartmental Bowling League of Parke, Davis & Co. closed its first series of games last month and celebrated the event by a dinner and the awarding of prizes. Great interest had been developed in the winter's tournament, not only at the Detroit laboratories, but at the various branches throughout the country, and many of the branch managers had manifested their interest by offering generous prizes for the various events. Additional prizes were offered by General Manager Warren and other executives of the home office, and altogether the list of offerings reached the number of forty-four. A more beautiful set of prizes it would be hard to find.

The dinner was held at a Hotel in Grosse Pointe, Detroit's charming lakeside retreat; and after the wants of the inner man had been satisfied, and a general atmosphere of happiness had been generated, Toastmaster John C. Spratt, manager of the Sales Department, arose and awarded the prizes amid great interest. The prize winners were:

First Event—Team winning greatest percentage of games. First prize, three silver cups presented by William M. Warren, won by the Tablet Department team, comprising Messrs. Smith, MacDonald, and Baxter. Second prize, 3 gold medals presented by Mr. J. P. Cobb, of Kansas City, won by the Financial Department team, comprising Messrs. Heusel, Ames, and Birnbaum. Third prize, 3 scarf pins presented by P. E. Hall, won by "Canada A" team, comprising Messrs. Radford, Brown, and Reid.

Second Event—Individual gaining most strikes during the tournament. First prize, a medal presented by William M. Warren, won by J. E. Smith. Second prize, a medal presented by C. F. Allen, of St. Louis, won by J. H. Radford. Third prize, a bag and ball presented by A. L. Johnson, of Pittsburg, won by O. A. Farwell.

Third Event—Individual making most spares during the tournament. First prize, a medal presented by William M. Warren, won by Dr. T. B. Aldrich. Second prize, an umbrella presented by Col. Fitch, of New York, won by J. A. Stewart. Third prize, an umbrella presented by G. S. Mariager, of New York, won by T. W. Perkins.

Fourth Event—Best individual score for one game. First prize, a gold medal presented by William M. Warren, won by L. S. Paige—score 225. Second prize, a gold medal presented by J. P. Raymond, of Kansas City, won by E. S. McColl—score 225. Third prize, a watch fob presented by Mr. Traves, of Detroit, won by B. D. Ames—score 222.

Fifth Event—Highest individual average gained during the last half of the tournament. First prize, a stein set presented by H. A. Wetzel, won by J. E. Smith. Second prize, a silver cup presented by O. W. Smith, of Baltimore, won by Dr. T. B. Aldrich. Third prize, a Whitely exerciser presented by M. V. Millikan, of Indianapolis, won by W. A. Helme.

Sixth Event—Individual with highest total for nine games played on any three evenings of the tournament. First prize, a stein presented by H. A. Wetzel, won by W. V. Brown. Second prize, a gold medal presented by C. A. Robinson, of Minneapolis, won by F. R. Watson. Third prize, a watch fob presented by H. Skillman, won by Walter Snyder.

Seventh Event—Highest individual average gained during the whole tournament. First prize, a watch fob presented by J. H. Smedley, won by J. E. Smith. Second prize, an umbrella presented by S. H. Carragan, of New York City, won by Dr. T. B. Aldrich. Third prize, an umbrella presented by J. E. Bartlett, of Chicago, won by A. Birnbaum.

Eighth Event—Highest team scores for three games played in one evening. First prize, three gold medals presented by E. G. Swift, won by "Canada A" team, comprising Messrs. Radford, Brown and Reid. Second prize, three gold medals presented by Mr. Hotchkiss, won by the Tablet Department team, comprising Messrs. Smith, MacDonald, and Baxter. Third prize, three silver match safes presented by Mr. Hotchkiss, won by the Pill Department team, comprising Messrs. Mutter, Maunder, and Wright.

Ninth Event—Individual with the best average among the Canadian teams. A pair of cuff links presented by Mr. Revell, won by D. Reid.

Special Event—Individual who bowled nearest to his annual average up to the last evening, and who had not won a prize. A watch fob presented by C. W. Turner, Memphis, Tenn., and won by E. Kimmich.

Special Event—Individual who had not previously won a prize, and who scored the most points in five shots, bowling with ten pins at each shot. A scarf pin presented by L. C. Fink, won by A. R. Mendenhall.

Prize winner's prize—Team making the most consistent efforts with the least results! Four scarf pins, won by the Board of Control team, comprising Messrs. Wilkie, Holden, Fink, and Ryan.

The chief prize winners were Mr. John E. Smith (foreman of the Hypodermic Tablet Department) and Dr. T. B. Aldrich (specialist in physiological chemistry and the man to

whom we owe chloretone), one bagging seven and the other five awards, although each generously returned two of his prizes for distribution down along the line. But Professor Frank G. Ryan, chief pharmacist of the laboratories, and ex-member of the faculty of the Philadelphia College of Pharmacy, was after all the most distinguished honor-winner of the evening. He was awarded *a special prize* for making the most "consistent efforts with the *very* least results." It was a medal of uncommon size and beauty—at least eight inches long and embossed upon the finest quality of golden-oak leather!

Mr. J. M. MacDonald, chief of the Tablet Department, is the man who caused the League to be organized last fall; and after arranging and successfully bringing about several pleasant surprises at the dinner it was altogether fitting that he should finally be treated to the biggest surprise of the evening. After all the prizes had been awarded, Professor Ryan's beautiful specimen among the rest, Mr. MacDonald was called forward and presented with a handsome stein, the gift of his grateful associates in the League. This was filled with the fluid that "cheers but does not inebriate," and it went the rounds of the tables, every man taking a sip. To balance the stein while drinking, and to drink without dousing one's shirt-front, was a feat which called for some degree of skill and considerable experience; and it is only fair to add that the man who covered himself with the most glory in this unique contest was the genial head of the Shipping Department.

After the prizes were all awarded, the speechmaking began. Professor Ryan, when given his prize, had of course found it necessary to explain how he had won it; and he was now, as an after-dinner speaker of reputation, called upon again by Toastmaster Spratt. Others who spoke—some of them not members of the League—were James Wilkie, President of the League and Superintendent of the Mechanical Department; W. H. Traves, the contractor who does most of the building for Parke, Davis & Co.; W. H. Holden, Superintendent of the laboratories; Harry B. Mason, associate editor of the BULLETIN OF PHARMACY; J. M. MacDonald, Secretary of the League; and W. B. Brown, assistant foreman of the Shipping Department in the Canadian laboratory across the river in Walkerville.

Altogether the evening was a most pleasant one. Great interest was manifested in the awarding of the prizes; the spirit of good fellowship abounded on every hand; and that next season's tournament will be looked forward to with eagerness and participated in with delight cannot be doubted.

The dinner was arranged by a committee comprising Messrs. Russell, Milburn, and Norvell. The officers of the League are James Wilkie, President; Ernest Kimmich, Treasurer; and J. M. MacDonald, Secretary.

A DIFFICULT PRESCRIPTION.—This one is sent in to the BULLETIN by "T. J. P." of Chicago, Ill., who says that he is unable to dispense it. We might suggest that if he falls down on an easy one of this sort he is perhaps a good subject for a "lost manhood" concern:

℞ 2/27/03.

One Two Year Old.....lbs. ij.
One Lace Dress Tucked.....℥xviij.
One Flannel Skirt—Extra Long.....℥vij.
One Pair Woolen Napkins.....℥ij.
One Pair Woolen Stockings.....℥iss.
One Pair Shoelettes.....℥iss.
One Lace Cap.....℥ss.

M. Sig.: Place in a capsule and administer same with a baby carriage as a palatable vehicle.

ARE YOU REGISTERED?

NO! THEN READ:

COURSES IN PHARMACY OFFERED BY THE FERRIS INSTITUTE.

FIRST, REGULAR DIPLOMA COURSE.
SECOND, SPECIAL DRILL COURSE.

HAVE YOU HAD STORE PRACTICE?

This SPECIAL DRILL COURSE is for you.
It prepares for the Next Examination.

Here is Our Record: During the past year 117 students prepared at the Ferris Institute, to take the Pharmacy examination. 108 Passed. All are occupying remunerative positions. The Fall term opens Aug. 31st. For further information write

W. N. FERRIS, Big Rapids, Mich.

DO YOU MAKE YOUR
ICE CREAM
FROM CUSTARD?

DON'T DO IT? YOU CAN INCREASE YOUR BUSINESS TENFOLD BY USING
SAENGER'S
CRE-MO
TRADE-MARK.

SOLVES THE PROBLEM OF A GOOD PROFIT IN 5 CENT ICE CREAM SODA.

Used by all up-to-date druggists, confectioners and venders of Ice Cream.

ITS ADVANTAGES.

1.—No delay in heating.
2.—Does not require the use of eggs or gelatine. Gelatine may be used if desired.
3.—One powder will convert one gallon of milk into pure cream, incomparable in richness and delicacy of flavor.
4.—Increases the body of frozen cream by at least 33⅓ per cent.
5.—Lessens the consumption of ice, as by its aid cream is frozen in half the time.
6.—Renders the cream perfectly solid and as smooth as velvet to the taste. (Custard cream freezes in small granules.)
7.—Does away with the formation of crusts of ice as is always found in Custard cream, due to sweating on the inside of the container.
8.—Renders cream more healthful and acceptable to weak or delicate stomachs.

Boxes containing 12 powders of 10 grs. each, 50c. box.
Boxes " " " " $4.00 per doz.
Ounce bottles 1.00 per oz.
Pound bottles 12.00 per lb.
Further particulars upon application.

PREPARED AT SHREVEPORT, LA., BY
SAENGER BROS., The Mfg. Chemists.

SALTSBURG BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.

(18 miles out of Pittsburg.)

Princeton Tooth Wash. 2¼ oz.

MANUFACTURERS OF

FINER GRADES POT FLINT Glass Bottles.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

Druggists, DON'T Experiment!!

With Untried Construction in Metal Chairs, Stools, and Tables.

All Users, of Soda Fountains, if wise, will buy

Andrews'—The Best.

EXTRA-SIZED STEEL ROD, COPPER PLATED AND POLISHED.

Attractive, Artistic, Cleanly and Indestructible,

As well as Inexpensive.

Good for **100 years' wear.** The steel rod used by us EXCLUSIVELY is exactly the correct thing, as is our Jap. copper plating.

Beware of inferior imitations that play out in 60 or 90 days.

Address for Catalogue, Mfrs.,

The A. H. Andrews Co.,

174 and 176 Wabash Ave., CHICAGO.

The BULLETIN is in receipt of a new catalogue from the Liquid Carbonic Acid Manufacturing Company, of Chicago, Ill. It is liberally illustrated and contains positively everything that a dispenser could possibly use—fruit bowls, lemon squeezers, ice-cream dishers, glasses, tumbler holders, ice-cream cabinets, ice chests, carbonators, and in fact the whole innumerable list of things. This is a catalogue every druggist ought to have by him in case of need. Drop a postal to the Liquid Company, and don't forget to mention the BULLETIN OF PHARMACY.

PLAUSIBLE.—Judge: "Whatever induced you to steal six oranges from the stand of this poor old woman?"

Tired Teddy: "Well, how could I buy 'em when I didn't know de price?"

Judge: "Couldn't you ask?"

Tired Teddy: "Your Honor, I always was so very timid about speaking to women."

"No WONDER the drug business is going to the dogs nowadays," remarked the apothecary of one of Philadelphia's big hospitals recently. "The number of people who come to the dispensaries to get free medicine under one pretense or another must certainly be making big inroads in the prescription business. Why, when I was clerking in a drug store near by we used to get from forty to sixty prescriptions a day; now the proprietor tells me that twenty is a big day's average. And the kind of people who 'sponge' on the dispensaries, folks well able to pay for any prescriptions they may need, it's a shame that nothing is being done! One day not so long ago a man came in to get a prescription filled that had been given him by the house surgeon, and I declare, he had at least $600 worth of diamonds on him; another man who handed in his order for a bottle of cod-liver oil in a sort of shamefaced way I found out later was a police lieutenant in a down-town district; another man gave me a pressing invitation to visit his summer home in the suburbs after I had been putting up medicine for him for a week or so; and so it goes. I know of one woman who drives up in her carriage to the corner and then gets out and walks around to the 'Outdoor Department' and sits in line to wait for free treatment and medicine, and her husband is rich! People who do this don't seem to think that they are swindling the poor people for

whom the free dispensaries are conducted, the doctors who should be called in to attend them, and the druggists who ought to supply their medicines, and I am glad to see that the State associations are going to take up this abuse seriously. If they do, I can tell them some very interesting stories, and I guess it's the same in all big cities. So long, I've got to put up a bottle of cough syrup for the child of the man who owns the house my family lives in—he's too poor to pay the druggist at the corner for it, or too mean, which?" —*Pharmaceutical Era.*

THE SASSAFRAS SEASON.—

Again the ruralite goes forth
With hatchet and with spade,
And searches o'er the hills and vales
And in the woodland glade.
His quest goes on until he finds
A tree of sassafras,
And then his actions soon explain
Why on he didn't pass.

He scrapes and digs about the tree
Until its roots are found,
Then with his hatchet gets to work
While squatted on the ground.
He chops away with all his might
Among the fragrant roots
Until he thinks he has enough,
Then with them homeward scoots.

The mud is from the rootlets washed,
In certain lengths they're clipped,
And soon their fragrant covering
Is from them neatly stripped.
Preliminaries thus gone through,
There comes a boiling bee,
And from the roots of sassafras
Is made a fragrant tea.

And then with joy the ruralite,
And all his kith and kin,
Quaff deeply of this beverage
And feel new life begin.
Their sluggish blood is gingered up,
Their livers get all right,
And many times each day they say
They're feeling out of sight.

So never sneer at sassafras,
Nor entertain a doubt
That it's a cure for everything
From biliousness to gout,
For every husky ruralite
Would promptly call your bluff,
And prove that tea of sassafras
Is real healing stuff.

THE AMERICAN SODA FOUNTAIN COMPANY.—We are pleased to present to our patrons the attractive insert of the American Soda Fountain Co., on the first page of which is illustrated the superb onyx apparatus recently purchased by Jo Anderson, of Chattanooga, Tenn., the live druggist. This is a specimen of the handsome apparatuses which are being turned out daily from the many factories of this down-to-date company, whose motto is "to prove all things, and to hold fast to that which is good." On the lower half of this page is shown two of a stock of over 1000 slightly used apparatuses which this company has in its show-rooms. These fountains have been but little used, have been thoroughly overhauled, and are as good as new for use. They cannot be told from new, even on the closest inspection. Drop a postal to any office of this company in regard to these fountains, and you will be put in touch with their magnificent line of "Used Fountains." They have every conceivable style, and cannot possibly fail to suit you.

The second and third pages of the insert show the fruits from which are produced the unexcelled line of "American" Crushed Fruits, Concentrated Syrups, Juices and Extracts, which are prepared from selected ripe fruits, and retain in the highest degree all of nature's rich fruit flavor. They are strictly high-grade, and surpass in quality anything in the way

FREE.

ONE DOZEN BOTTLES

OF

Kalamazoo Celery and Sarsaparilla Compound

to one druggist in each town.

Write for particulars to

THE P. L. ABBEY CO.,

KALAMAZOO, MICH.

The Best Light

The "Best" Light Gives

5 Times More Light Than Acetylene
6 " " " " Electricity
10 " " " " Kerosene
100 " " " " A Candle

And Costs Less Than Kerosene

Each Lamp Makes and Burns its Own Gas. A Pure White Steady Light. No Wick! No Dirt! No Grease! No Smoke! No Odor! Perfectly Safe!

Over 100 styles for in-door and out-door use. Sells at Sight.

Agents Wanted Everywhere
Exclusive Territory

Catalogue, Price-list, Testimonials, etc., upon request.

THE BEST LIGHT CO.

223 East Fifth Street, • • Canton, Ohio.

SUCCESSFUL PHARMACY

$18,600.00 PER YEAR FOR $1.00.

Send me a dollar bill and I will mail you my 24-page Booklet "Successful Pharmacy" delineating my methods of building up a retail drug trade to $18,600.00 per year in a town of 5000 inhabitants. Booklet contains many tested formulas of value, advertising methods, etc.

"The points contained in your booklet are valuable for amateur and older pharmacists."—DR. E. R. BUSH, 3047 Thomas St., St. Louis, Mo.

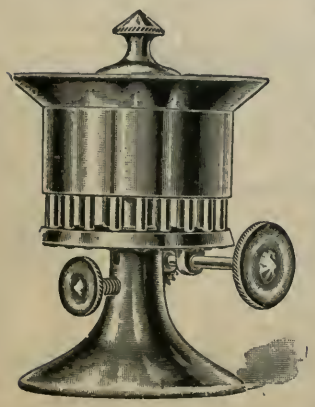
"A neat little volume of interest to retail druggists."—*Pacific Drug Review.*

"Contains a great deal of value to the pharmacist."—*Spatula.*

"Your booklet is pregnant with useful and practical hints worth many times its price."—J. D. CONNELLAN, Warwick, Queensland, Australia.

SEND DOLLAR AT MY RISK. RESPECTFULLY

R. T. BOWER, 575 Greenwood Avenue, DETROIT, MICH.



EASTMAN'S CAPSULE FILLER

(Divides the powder accurately and fills into capsules.)

SIMPLE, PRACTICAL, A GREAT SAVER OF TIME AND LABOR.

It fills five sizes of Capsules, Nos. 4 to 0 inclusive, and will fill twenty Capsules of a size at one operation—in less than 5 minutes. Made of cast brass, nickel plated and polished. An indispensable adjunct to the prescription counter.

WRITE FOR CIRCULAR.

MANUFACTURED BY

L. K. EASTMAN,

1354 Woodward Ave., DETROIT, MICH.

SELLS ON SIGHT

Handsome returns assured to Retail Druggists who will push our

AMERICAN ICE CRACKER

the best device ever placed on the market for preparing ice for table, freezer or packing purposes. No waste in ice, no scattering.

A Necessity in Every Household.

This useful implement is substantially and durably made. The points are of tempered tool steel, set in a heavy cast-iron head. Write us for special trade prices.

Fargo Creamery Supply House,

LAKE MILLS, WIS.

IMPORTED AND DOMESTIC

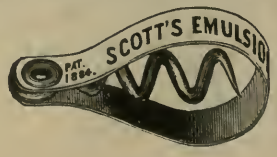
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

J. M. MACONNELL, Sole Manufacturer of **Folding and Decorated Corkscrews,**



Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

of soda-water stock ever offered to the dispensing trade. Note the offer to the trade—*i.e.*, that this Company will send this exquisite oil multitone picture without their advertisement, free of charge, to any reader of the BULLETIN OF PHARMACY on request. This will be a pleasant addition to your dining-room.

On the last page of the insert is shown the Carbo-phone Carbonator, the best and simplest electric carbonator on the market to-day. Meditate on the savings resultant from the use of this carbonator over the old method of buying your soda water in tanks at exorbitant prices. The illustration of the "Reliable" carbonator occupies the lower half of this page, and the reader who is familiar with the advertisements of this carbonator from month to month, and who is not in possession of this gem of a machine, should address the American Soda Fountain Co. for further information in regard to it, for it is a well known fact that a purchaser of a "Reliable" carbonator is a friend gained by this company.

Write, wire, or 'phone the nearest office of the American Soda Fountain Co. for anything you may desire, and they will promptly meet your requirements with down-to-date goods.—AMERICAN SODA FOUNTAIN COMPANY, Boston, New York, Philadelphia, Chicago, St. Louis, Baltimore, Atlanta, Denver, San Francisco, Dallas, Oklahoma.

LIFE WAS TOO SHORT.

(NOTE—A new drug has been discovered. It has been christened "carbonylthiocarbimidophenylbenzylthiocarbamide.")

His pulse was high and his brow was hot;
He shook with chills and his eyes were red;
He hurried into the druggist's shop,
And gaspingly and painfully said:
"There's something wrong with my system, Doc.
I'm out of gear in a spot inside.
O, hurry now, and prepare a dose
Of carbonylthio—
carbimido—
phenyl—
benzyl—
thiocarbamide!"

The druggist hustled behind his case,
And ran his eye o'er the bottle rack,
From asafœtida down to myrrh,
And opodildoc and ipecac.
"It's here, I know," mused the druggist man,
As podophyllin and punk he spied.
"Now, where the deuce is that little box
Of carbonylthio—
carbimido—
phenyl—
benzyl—
thiocarbamide?"

The patient sank with a feeble sigh,
And called: "This bother I much regret.
If it's not there, you might substitute
An overdose of the alphabet."
The druggist asked for the name again,
The man essayed it, and then he died—
He choked on the thirteenth syllable
Of carbonylthio—
carbimido—
phenyl—
benzyl—
thiocarbamide!

A CERTAIN DRUGGIST'S BABY.—A West Philadelphia druggist who recently became the proud father of his first baby was called to Baltimore the other day on a business trip. Early in the afternoon the telephone bell in his home rang and his wife answered the call. Hubby was at the other end, in Baltimore. "It seemed so funny not to hear the baby crying," came the voice over the wire, "that I couldn't stand it any longer. Can't you bring him to the 'phone so I can hear him?" Wifey woke the child up out of a sound sleep, and he very accommodatingly began to bawl at the top of his lungs into the receiver, while his mother held him in her arms. This continued until the baby had cried 80 cents' worth over the long-distance wire, when the happy father rang off.—*Philadelphia Record.*

How They Spend Their Time.—She: "How's the motor-car getting on, Sir Charles?"

"He: "Well, fact is, I've seen very little of it. You see, I've only had it three months, and when it isn't in hospital, I am!"—*London Punch.*

The kind of chair which druggists agree is most desirable for use at the soda-counter is the twisted-wire variety. These are made by the Chicago Wire Chair Company, of 70 Jefferson Street, Chicago, Ill.

A Resuscitator.—"Did that stuff revive you?" asked the attending physician of his impatient patient.

"Revive me, doc.? Good heavens! three doses of that medicine would resuscitate the dead languages."—*Detroit Free Press.*

Clerk: This man writes that he feels 10 per cent better since he began to take our remedy.

Patent Medicine Man: Hm! evidently a clerical error;—he meant to say 100 per cent. Correct it accordingly and have the letter published.—*Puck.*

A delicious grape juice has become one of the essentials at the soda-counter. Randall's Grape Juice is worth mentioning in this connection. If you want to be placed in line with a profitable proposition, send a postal at once to the Chautauqua Fruit Company, of Ripley, N. Y.

Faith Curists.—

They treat as mere illusions
  All sorts of human ills,
And scorn the use of drugs in either
  Liquid form or pills—
But when they've done their work, 'tis said,
  They duly render bills.

—*Detroit Journal.*

"Now I suppose," remarked Mrs. Snaggs, "that the surgeons of the army are attached to the medical corps." "Your supposition does you great credit," replied Mr. Snaggs sarcastically. "It's a wonder you didn't imagine that docotrs joined the army for the purpose of building bridges or going up in balloons."

"Yes," said the old doctor, "you should try to have your own carriage, by all means. Because when you want to get to a patient quickly——" "Oh," interrupted the young M.D., "I don't think any patient who sent for me would be likely to die before I reached him." "No; but he might recover before you got there."

The Bulletin is in receipt of a neat little catalogue of druggists' tin boxes and cans, from the Buckeye Stamping Company, of Columbus, Ohio. Better send a postal to this company, at 185-197 East Third Avenue, and ask for a copy, mentioning the Bulletin.

An Irishman, in order to celebrate the advent of a new era, went out on a little lark. He did not get home until 3 o'clock in the morning, and was barely in the house before a nurse rushed up and, uncovering a bunch of soft goods, showed him triplets. The Irishman looked at the clock, which said 3, then at the three of a kind in the nurse's arms, and said: "Oi'm not superstitious, but thank hivens that Oi didn't come home at twilve!"

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

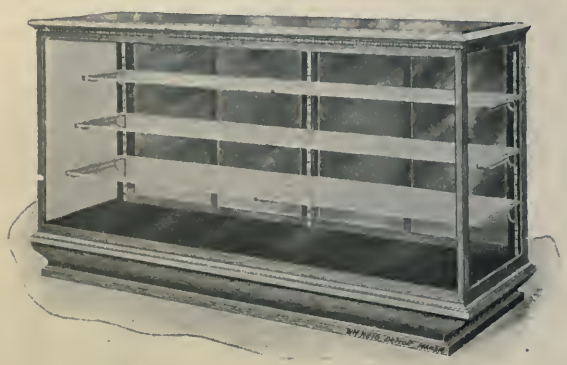
You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

REID'S IMPROVED SILENT SALESMAN



No. 22. 6-ft. Display Case.

Features: *FIRST—Two large doors in six-foot case, thus making it easy of access.*
SECOND—Front glass 32 inches wide, giving 2 inches more space inside of case than other makes.
THIRD—Our construction is stronger.
FOURTH—All glass put in place from outside.
FIFTH—Many other points which make our cases superior other makes.

SPECIFICATIONS—Manufactured of carefully selected plain white oak. O. G. receding base, neatly finished. Doors slide on brass rollers and brass track. Full length mirrors in doors. Bottom covered with cloth. Three polished plate glass shelves on adjustable nickeled brackets. All glass bedded in putty. Made in grade "A." Height 43 inches, width 26 inches.

Special prices on this case in all polished plate glass. Ribbed plate shelves or wood shelves may be substituted for polished plate glass shelves at a much lower price.

Grades "A"—Beveled polished plate top laid on felt, balance glass best double strength.
"B"—All best double strength glass.

PRICES	6 feet	$70.00	10 feet	$106.25
	8 "	87.50	12 "	137.50

DISCOUNT FROM ABOVE LIST PRICES.

Manufactured by the REID MFG. CO., Detroit, Mich.

FLY BUTTONS

Six heavy sheets, 3½ inch diameter, poisoned paper, red label, wire staple through center, called buttons from circular form. Kills flies and ants quickly. RETAILS AT 5 CENTS.

FOR THE TRADE.

30 cents per dozen—Fancy Boxes, 3 dozen. Place on show-case, sales increase five-fold. Pays to push. Each box has a coupon, equivalent to 5 cents per dozen off.

PREMIUMS.

For 2 coupons—Rubber Dating Stamp worth 40 cents.
For 3 coupons—Pat. Pneumatic Ink Bottle worth 60 cents.
For 6 coupons—¼ gross Fly Buttons.

START YOUR TRADE with free samples (one sheet in envelope) furnished through jobbers. These create demand at once, for Fly Buttons bear acquaintance—sell better every year—not one season novelties. No mistake in ordering trial gross from *your jobbers*. For sample write

THE FLY BUTTON CO., Maumee, Ohio.

The *Watertown Times* says that the spectacle of a horse grazing in a front yard, while a goose kept him from straying by holding the halter, did not attract so much attention as it would if the goose had not been a "tailor's goose," weighing about twenty pounds.

A LITTLE New York girl of three years of age was visiting the country for the first time. Her experience with rubber tubing was limited to the occasional enema of childhood. On the second day of her visit, she saw the gardener dragging the sprinkling hose over the lawn. Full of excitement, she ran to her mother, exclaiming: "Oh, mamma! what is the man going to do with that injection?"—*Doctor's Factotum.*

INSIDE FACTS.—Inside facts reveal the truth. The polished exterior often conceals an appalling amount of cheap material and flimsy construction, detected only when put to the test of hard service. The accompanying cut represents the Twentieth Century Sanitary Soda Fountain which is shown in process of construction in the pertinent advertisement of the L. A. Becker Company on another page.

The cost of operation largely determines the success or failure of the soda water business, hence a system which has proved 50 per cent less ice consumption than any other by its thorough refrigeration and adaptability to double or single icing to suit weather conditions appeals at once to "horse-sense" investigation. Soda fountains require considerable investment of capital; long service and low expense for repairs are essential to good dividends, therefore thoroughness of construction is a vital consideration.

Twentieth Century Sanitary Fountains are made to last. The refrigerator base is six-ply, with patent moisture proof insulation guaranteed against sweating and warping, heavily tinned copper frames alone coming in contact with ice. When to these features are added the most economical operation and

the unique sanitary bottle system employed, which insures absolutely pure soda water, to say nothing of the individuality of design and the trade-drawing characteristics of the Twentieth Century Sanitary Fountains, we have an array of "inside facts" of the most convincing character.

The rapidly advancing season makes quick action imperative for those who would secure "the bulk of the trade." The Becker Co. have facilities for installing fountains without the loss of a day's business, if necessary. Write them the "inside facts" of the proposition with which you have to contend—it will solve the problem.

When She was It.—A lady once asked a little girl of five if she had any brothers.

"Yes," said the child, "I have three brothers."

"And how many sisters, my dear?" asked the lady.

"Just one sister, and I'm it," replied the girl.

Patent Medicine Man: I don't know whether to publish this testimonial or not. His Partner: What is it? Patent Medicine Man (reads): Your cough syrup has been used with wonderful success for my boy, aged 10. He confesses that he would rather go to school any time than to take your preparation.—*Puck.*

A clergyman told from his text
How Samson was barbered and vexed;
And told it so true
That a man in a pew
Got rattled, and shouted out, "Next!"

If you want something nice in the way of fruit juices for the fountain write for a booklet to the Gleason Grape Juice Co., of Fredonia, N. Y. These people sell fruit juices on a money guaranty of absolute purity, and they quote prices which are very attractive.

"Blockson is always saying disagreeable things."

"What has he said?"

"Why, he asked me to day if I was aware of the fact that Christmas is only sixteen days away."—*Cleveland Plain Dealer.*

Jabez: "I see by the Bee that Jake Heckman traded hosses five times last week, and that he made seven dollars by the transaction."

Ebenezer: "That's purty good fer Jake; an' yet, mark my words, this here spirit of commercialism is the very rock on which our American nation is gon' ter be dashed ter splinters!"—*Puck.*

Pointed Paragraphs.—Lots of girls give themselves away for the asking.

A trunk is usually strapped when ready to start on a journey.

It is impossible for a great man to prevent his greatness from cropping out.

When a man goes out on a lark he sometimes comes back in an ambulance.

Letters give information only after they are posted. It is different with some men.

Be sure of your ability to keep your head above water before trying to get in the swim.

When a young man marries the only daughter of a millionaire he doesn't have to wait fifty years to celebrate his golden wedding.—*Chicago News.*

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES
AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

Our assortment of advertising matter, such as Show Cards, Cartons, Cards for Festooning, etc., for store and

Window Displays

with illustrated booklet, telling how to make attractive window displays, sent

FREE

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This Department was inaugurated on Sept. 17th, 1898. It is in charge of lifelong Pharmacists, and offers two courses of Instruction, one a Two Years' Course for the Degree of Graduate in Pharmacy, and a Three Years' Course for the Degree of Pharmaceutical Chemist.

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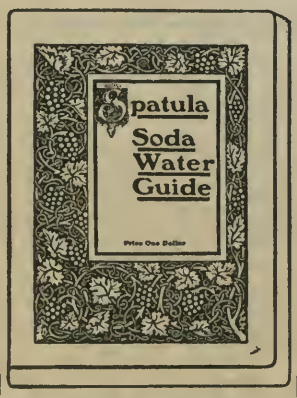

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Can be made from your Fountain if you study and follow this book

450 SUBJECTS

and more are touched upon in the Spatula Soda Water Guide. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box, and what to do with all the numerous accessories that now go with a fountain.

ITS FORMULAS

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

Price Postpaid with THE SPATULA, one year, $1.50,
Without THE SPATULA, $1.00.

THE SPATULA, - BOSTON.

"I ALWAYS feel at a loss in a tunnel," remarked the tourist from Kentucky.

"Why so?" asked his fellow-passenger.

"Why, when I hear a suspicious 'smack' I don't know for the life of me whether it is a young man kissing his girl or some one opening a flask."—*Chicago News.*

THE "DRINK DIVINE."—In the situation as it now exists in the soda-dispensing business, there is ample food for thought for the dispenser who *thinks.* In order to be in position to at all times surely and satisfactorily meet the present-day requirements of his trade, the dispenser must necessarily exercise no small amount of judgment and discrimination in his selection of the apparatus and supplies which he uses in the production of his soda beverages. And in this connection it may be stated that the products of the Liquid Carbonic Acid Mfg. Co. have so successfully met every requirement—both of the modern dispenser and of the modern public—that there can be no question as to the desirability of equipping with "Liquid" apparatus and conducting a soda-water business in line with "Liquid" methods. And further, in this connection we may say that we believe we owe it to the dispensers of America to bring to their especial attention, for their especial consideration, these products; therefore it is with pleasure that we refer to the beautiful advertising insert of the Liquid Carbonic Acid Mfg. Co., appearing between pages 24 and 25 of this number.

The first page of the insert in question comprises an exceedingly dainty and attractive design, symbolical of the purity of "Liquid Fruits" and "Diamond Brand" Crushed Fruits, direct from the fresh ripe fruits to the soda fountain. Under the quotation, "The thirst doth ask a drink divine, but might I of Jove's nectar sip, I would not change for thine," "Liquid Fruits" and "Diamond Brand" Crushed Fruits are referred to as "known the world over as representing quality in soda syrups." And when there is taken into consideration the great care exercised in all processes of putting up these soda flavors, from picking to shipment, one can hardly fail to understand their superiority over the common brands—cheap, not in prices, but in quality. "Liquid Fruits" are put up in combination only with the very best unadulterated pure sugar-syrups, and in their use at the soda fountain produce beverages which in strength and richness of fruity flavor and natural aroma are not approached by any other method.

On this first insert page "Liquid" carbonators are also referred to as being thoroughly practical apparatus for dispensers—automatic and continuous, not only in *theory* but in *actual use*—producing a perfectly carbonated water of 100 per cent saturation, something that is not possible with any other carbonator made. The down-to-date dispenser of soda-water who is considering the question of modern and feasible methods of increasing his business, and incidentally his revenue, will certainly do well to carefully investigate "Liquid" carbonators.

On the second page of this insert there is shown one of the famous "Liquid" soda fountains, "The Cheval"—a new apparatus of remarkable artistic beauty, and combining in its construction all of the well known features of superiority of the "Liquid's" special make of cold-soda apparatus.

The phrase "If it's a 'Liquid' it's a soda fountain" means much to the dispenser of to-day, who is constantly importuned to purchase cheap and unsatisfactory apparatus which, while gaudy in appearance and bulky of construction, incorporate no single feature that would warrant their manufacturers in classing them as *soda fountains.*

We might add in closing that the "Liquid" now have ready their new 1903 catalogue of soda dispensers' apparatus and

supplies, and requests either for this catalogue, their "Book of Fountains," their book of "Liquid Fruits," or any special information desired, as to prices, etc., will be met with prompt and courteous response. Write, wire, or 'phone any one of the various branches of the Liquid Carbonic Acid Mfg. Co., at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

COMMON EXPERIENCE.—Old Foozle: "So, my son, you have laid aside your studies and are about to enter upon the active duties of life?"

Young Foozle: "Yes, dad, but since I got my sheepskin and have had time to look around me, I am surprised to find the active duties of life so very closely attended to already."—*Boston Transcript.*

THIS drawing was made by H. Wren, clerk in the employ of Burroughs & Hyde, druggists at Ladonia, Texas. It was intended to be used in an advertisement.

RICHARD HARDING DAVIS SAYS THE ROYAL BULL-FIGHT WAS A FAIR FIGHT WITH NO FAVOR.—On this occasion amateurs of the crack cavalry regiment acted as picadors, and were mounted on thoroughbred polo ponies. The riders wore no protecting armor, and their ponies were not blindfolded. They attacked the bull only after he had first charged them, and then their aim was to kill him from in front by a thrust of a spear over his horns and down to his heart, and at the same instant to lift their ponies out of danger. The blade of each lance was sufficiently long to reach the heart, but the staff was too brittle to serve as any protection to the man who carried it. The officers gave an exhibition, which was a combination of tent-pegging and polo, with a mad bull weighing a thousand pounds and armed with horns two feet long, as the tent peg, or the polo-ball. But they reached his heart, successfully escaping from the points of the horns by less than three inches. It was the most reckless and sportsmanlike performance imaginable. The work of the professional picador in comparison was as sportsmanlike as that of the man who sticks pigs at a pork-packer's, and about as dangerous.

In the game as played by the officers, which is the game as it was played when bull-fighting was limited to the farms and ranches, the man actually does stake his life against the life of the animal. He has no advantage over it; his lance is no sharper than its horns, and when the bull makes one of its sudden, furious dashes, no pony is more swift. Also the man offers the bull a target as large as his pony and himself, while he, in order to kill, must hit a mark on the bull's back no larger than a playing card. And the only moment when he can strike is when he is directly in front of the bull, and it has its head lowered and is charging him. His is certainly a generous proposition—a clean, fair fight.—From "The Gentle Art of Bull-fighting," by RICHARD HARDING DAVIS, in the December *Scribner's.*

All Your Advertising

FOR $2.00 PER MONTH

Our System of Advertising is by far the most satisfactory service that we have ever furnished to retail druggists. It is now used by over eight hundred druggists of this country, and by druggists all over England, Canada, Australia, New Zealand, in India, South America, Switzerland, Hawaii and the West Indies. Could any system be used by so many firms in so many countries if it was not an exceptionally good one? We know that it is good. We want you to know as much as we do about it. Our large pamphlet which we will send you free, tells you just exactly of what our "System" of advertising is composed. When you receive this pamphlet, with our explanatory letter, you will see that we are certainly offering you a service which will strike you as exactly what you need. The System is adapted to all drug stores, big or little, and furnished to **Only One Druggist in a Locality.** Helps you to advertise to the physicians as well as to the people; covers all departments of your store; in fact, furnishes you a complete advertising service. You will like it the same as the hundreds of other good druggists are liking it to-day.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

MAY.

M.P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

RENEWALS ARE WHAT COUNT.

"Enclosed find contract signed for another year of your 'SYSTEM.'"—W. G. GREGORY, Buffalo, N. Y.

"Enclosed find contract signed for another year of 'SYSTEM.'"—LAFLIN DRUG CO., Wymore, Neb.

"Enclosed find order for renewal of contract for another year of your 'SYSTEM' of Advertising."—PAXSON & ROCKEFELLER, Butte, Mont.

"Enclosed find renewal contract for another year. We regard your 'SYSTEM' of material aid to us."—CHAS. L. WRIGHT, Webb City, Mo.

"We are pleased with your 'SYSTEM.' Enclosed find contract for another twelve months."—THE CHAS. H. SAGER CO., Auburn, N. Y.

"We want your 'SYSTEM.' Find enclosed contract for another year."—HOUSEWORTH BROS., Elkhart, Ind.

"We are more than satisfied with your 'SYSTEM.' Find enclosed our contract for another year."—DREHER & FRANKEN, Salt Lake City, Utah.

"Of course we want your 'SYSTEM.' Find enclosed contract for another twelve months."—WM. M. EAMES DRUG CO., Manchester, N. H.

"Nearly one thousand prominent druggists using this 'SYSTEM."—M. P. GOULD CO., New York, N. Y.

M.P. Gould Company

Drug Store and Medical Advertisers

BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

THE next time you want anything in the way of paints, colors, or varnishes, write for a catalogue and prices to the Buckeye Paint and Varnish Company, of Toledo, Ohio.

AUNTIE (to little Tommy, who has returned from his first day at school): "What did you learn?"

Tommy: "Didn't learn anything."

Auntie: "What did you do?"

Tommy: "Didn't do anything. There was a woman there who wanted to know how to spell 'cat' and I told her."

EVERY druggist is frequently asked for some constipation remedy that is both pleasant and effective. Unquestionably one of the nicest things on the market is Mull's Grape Tonic. This is manufactured by the Lightning Medicine Company, of Rock Island, Ill., and the trade is supplied by all jobbers at $4 a dozen.

MRS. SMITH: I'm afraid I shall have to stop giving Robby that tonic the doctor left him.

Mr. Smith: Why, isn't he any better?

Mrs. Smith: Oh, yes. But he slid down the banisters six times this morning, broke the hall lamp, two vases, a jug, and a looking-glass, and I don't feel as if I could stand much more.—*Boston Traveler.*

VALUE OF LITERARY EXCELLENCE.—The following is clipped from the December issue of *Ad Sense,* a prominent advertising journal:

Wm. M. Warren, publisher of the Bulletin of Pharmacy, in Detroit, sends out a mailing card containing the following, in part:

"Of what earthly use is it to send out thousands of copies of a pharmaceutical journal—unless they are read? What does it profit the advertiser if you put before him affidavits, postoffice receipts, subscription lists and open books, while thousands of your wrappers untouched and unremoved testify to the virgin character of your publication? Tell us, advertiser, if the wrapper remains on the papers, if the readers do not read, how many orders are you likely to owe to such a valuable medium? Is it not high time for the advertiser to wake up to the fact that the value of his advertising lies in the number of wrappers torn off, just as much as in the extent of circulation."

Here is a strong argument in favor of general literary excellence—an argument that points out in unmistakable terms the evil of allowing cheap, uninteresting and stale reading matter to creep into magazines. Let the reader of this article ask himself the question, how many publications reach him that fall with a thud into the waste basket without the wrappers even being removed—and if they do fall into the waste basket, why?

We all have our pet periodicals—magazines that we look forward to with pleasure and that we expect to read and do read, and then there are other publications upon which we frown, and, knowing that they are coming, care little whether they ever arrive. Is not this all true?

The value of any medium increases along with the value of its literary make-up, be it general or class publication; and, while circulation is a factor to be carefully considered in the placing of advertising, too much care cannot be expended upon ascertaining the popularity of the medium under investigation. A great many people take publications perforce. In other words, they have on some past date subscribed for some publication that has been since then gradully running down hill, and, while these subscribers are still on the list, they pay no more attention to the arrival of this magazine than they would to the arrival of a circular enclosed in an envelope and stamped with a one-cent stamp.

HOGAN'S NERVE.—"I hear Hogan is sick," said the barber. "Yes, but he's better now," said the bailiff. "He went to a doctor, who looked him over and then wrote out a prescription. 'How much will that cost, doc.?' asks Hogan. 'About a dollar and a half,' says the doctor. 'Have you got that much to loan me, doc.?' says Hogan. The doctor took the prescription back, and crossed off all of the items except 'aqua pura.' 'You can get that for ten cents,' he says, handing it back to Hogan; 'and here's a dime.' 'Don't I have to take those things you scratched off?' asks Hogan. 'No,' says the doctor. 'Those are nerve tonics. You don't need 'em.'"—*Medical Bulletin.*

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, and results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

AN ABSENT-MINDED PROFESSOR of one of the Welsh University Colleges was observed walking down the street with one foot on the curb and the other in the gutter. "Good morning, Professor," said a friend; "how are you?" "Well," replied the Professor, "I thought I was all right, but for the last half-hour I have been limping in the most unaccountable manner."

IN dispensing sodium salicylate it is always essential to have a pure product. Too often the salicylates of the market contain phenol impurities, and are therefore decidedly objectionable. The product made by the Herf & Frerichs Chemical Company can always be depended upon for purity and excellence. The New York office of the company is situated at 16 Platt Street.

HE'S GOT IT REDUCED TO A SCIENCE!—He was a doctor of the advanced school. He laid his fingers on my pulse, and, with his watch in his hand, gave it a fair start and observed it carefully all of the way around.

"Strong, seventy-four," he said, in a moment. Then he consulted a card that was covered with figures and continued: "That equals sixty three," and he placed that number on a slate. "Put out your tongue. Good! That is fourteen," he said.

"Inches?" I asked.

"How is your appetite?" he inquired, ignoring my question.

"Equal to the supply."

"That makes 204," he replied.

"Can't you reduce it a little?" I asked, but failed to get his attention.

"Cold feet?"

"Yes," I answered.

"Three," he said.

"No, two," I replied, to correct him.

He set the three under the other figures. He then placed a thermometer in my mouth, which he afterward consulted in connection with the card.

"A good 198," he said.

"Impossible," I suggested, mildly.

He wrote down the 198 and asked if I had headaches.

"Sometimes in the morning, after being kept late at the office," I answered.

"Four," he said.

"Isn't that rather low?" I asked.

"Do you smoke?" he inquired.

"Yes."

"Ten," he replied.

"No, two for ten," I said.

He put down the ten.

"Do you sleep well?" he asked.

"That depends upon the baby," I answered.

"We won't consider that," he said.

"You had better call it 980," I suggested.

He added together the figures that he had placed on the slate.

"That makes 496," he said.

"Is that the amount of the bill?" I asked.

"Bill?" he replied. "That is the number of the prescription. I want you to know that medicine with me is no longer an experiment, for I have reduced it to a mathematical certainty. Every symptom has its number, and the sum of these numbers indicates the medicine that is needed. I have worked for fifteen years in formulating my prescriptions and perfecting the treatment, but I have it now. Your bill is $10."

I understood that number, and left the office feeling relieved and deeply impressed by the doctor's learning.—*Harper's Bazar.*

Moore's Universal Spring Apron

IS THE BEST.

Why? Because it keeps the clothes clean and can be put on or removed instantly. Try it and see. Just the thing for druggists and chemists

Made in cheviot fast colors, white shrunk cotton, and black duck, 75c.

Postage 15 cents extra.

Remit in stamps or postal order. Do not send local check.

Sold by jobbers. Write for circular. Manufactured by

E. C. MOORE & SON,

Dept. P. **Detroit, Mich., U. S. A.**

When writing kindly mention *Bulletin of Pharmacy.*

BUFFALO COLLEGE OF PHARMACY

UNIVERSITY OF BUFFALO.

FACULTY.

WILLIS G. GREGORY, M.D., Ph.G., Professor of Pharmacy.
ERNEST WENDE, M.D., B.Sc., F.R.M.S., Professor of Botany and Microscopy.
JOHN R. GRAY, M.D., Ph.G., Professor of Pharmacognosy.
HERBERT M. HILL, A.M., Ph.D., Professor of Chemistry.
EDWARD J. KIEPE, M.D., Ph.G., Professor of Materia Medica.

A Thorough, Practical, Comprehensive, Economical course in all branches pertaining to Pharmacy. *Extensive Laboratory Courses* in Manufacturing Pharmacy, Pharmaceutical Assaying, Dispensing, Analytical Chemistry, Bacteriology, Pharmacognosy, Botany, Microscopy. *160 Drug Stores in Buffalo* in which to seek *employment during the course.* For comparison with others, write postal for *Illustrated Catalogue* to

JOHN R. GRAY, Secretary,
423 Prospect Ave., Buffalo, N. Y.

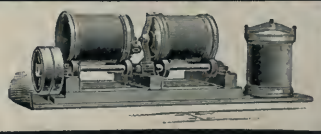
CASH REGISTERS

The **Standard Cash Register** is most admirably adapted for Druggists' use. It gives profitable satisfaction. Thousands say so who use it, and **Ten Million would** if they **had** it. Try one for profit. We have large supply. Also **Paper for all kinds of Cash Registers.** Write for particulars instanter.

J. N. BIDDLE & CO.,

5479 LEXINGTON AVENUE, - CHICAGO.

Porcelain Jars. Porcelain Balls.



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IS BUT ONE OF OUR VERY COMPLETE LINE OF LABORATORY MACHINES.

High grade machines for all ordinary use; we also design and build special machinery for unusual or specific purposes. Complete equipments for large or small plants. Write for Catalogue D-22.

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THE J. H. DAY CO.,
1144 Harrison Ave., CINCINNATI, O.

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For LIQUID CEMENTS, ARTISTS' COLORS, PERFUMES, SALVES, COSMETICS, OINTMENTS, TOOTH PASTES, ETC.

Manufactured by **RAYMOND LEAD COMPANY,**
51-59 W. Lake Street, CHICAGO.

Central Drug Mills

J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., - NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

DRUG MILLS

The advantages we claim for this mill over all others are:

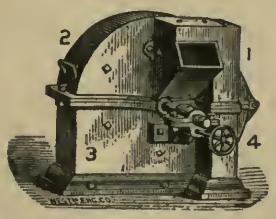
1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin.*



MEAD & CO., 20th St. & M. C. R. R. Station B, DETROIT, MICH.

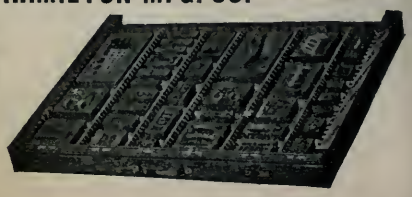
A PLACE TO KEEP YOUR

Electrotypes, Wood Cuts and Half-tone Plates.

Hamilton's Indexed Electrotype Cabinet provides the place. Every cut, among thousands, instantly available. Complete descriptive circular sent on application.

MIDDLETOWN, N. Y. **THE HAMILTON MFG. CO.** TWO RIVERS, WIS.

The illustrations show a 20-drawer cabinet, and a drawer with the partitions in place and filled with cuts.



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EDITORIAL.

FINAL DECISION IN THE PARK CASE.

Great interest was aroused last month by the final decision handed down in the famous Park case by the Court of Appeals of New York State. It is seven years now since John D. Park & Sons, the well-known Cincinnati house of jobbing cutters, brought suit in New York against the National Wholesale Druggists' Association and various proprietors for alleged conspiracy in preventing them, under the operation of the Rebate Plan, from purchasing proprietary goods. In 1900 Judge Russel, of the Supreme Court, decided against the plaintiffs, and six months later this decision was sustained by the Appellate Division of the same court. The case was promptly carried to the Court of Appeals, however, and now, three years later, is for the third time decided in favor of the N. W. D. A. and the proprietors. Still, the final victory is not as complete as it might be, since only four of the seven judges—a bare majority—were in favor of the prevailing opinion.

Judge Haight, writing the affirming decision, based that decision for the most part upon two points: The jobbers and the proprietors, in putting the Rebate Plan into operation, were not (1) establishing a monopoly; neither (2) were they acting in restraint of trade, and they were therefore well within their rights. Concerning the first point, the judge said:

> I do not understand that this was the establishing of a monopoly on the part of the members of the [National Wholesale Druggists'] Association; for, under the plan adopted, every dealer has the right to purchase goods from the manufacturers upon the same terms as the members of the association, with the right to the same rebate or commissions upon complying with the requirements of the manufacturers with reference to following their price list in making sales of goods. The members of the association clearly had the right to work for their own interests; they had the right to devise and adopt a plan for the conduct of the business in which they could make a commission or a profit so long as they did not unlawfully interfere with the rights of others. They had the right to petition the manufacturers to adopt the plan devised by them, and to support their petition with all of the arguments and persuasions that they could bring to bear, so long as they did not resort to threats or intimidation.

And discussing the claim made by the plaintiffs that the defendants were acting in restraint of trade, Judge Haight said:

> Nor does the plan appear to me to be in restraint of trade. It is true that it does away with the competition among dealers as to prices, but it creates no restriction upon them as to the quantities that they may be able to sell or the territory within which they may confine their transactions, but upon the question of prices we must bear in mind that the goods are covered by patent rights and trade-marks, which give the proprietors the exclusive right of specifying prices at which the articles shall be sold, and, following this, the right also to require dealers to maintain the prices specified. The plan does not operate to restrict sales in any localities, but contemplates a ready method of distributing the goods throughout the entire country. It is, in effect, the creating of an agency on the part of the proprietors by which every druggist throughout the United States may receive the goods and dispose of them as agents of the principal, receiving the commissions agreed upon therefor.

This case will have great value as a legal precedent in the future operations of the N. A. R. D. In

the various suits which are from time to time brought against the association it is charged that trade is restrained and monopoly established by the application of the tripartite plan; and a definite decision on these points will do much to clear the atmosphere. Moreover, the Park decision, from another aspect, is important in confirming several recent decisions in which the position has been taken that the manufacturer has the right to impose the conditions under which his goods shall be sold. Altogether, a legal fortress is gradually being built about the N. A. R. D. which augurs well for its permanence.

OUR PHARMACEUTICAL INSTITUTIONS.

In discussing last month some of the salient features of Dr. Hoffmann's historical address on American Pharmacy, presented at the jubilee meeting of the A. Ph. A., we traced briefly the emergence of pharmacy in America from the dual profession of pharmacy and medicine, and showed how slowly the development had proceeded and how surprisingly young pharmacy was after all as a separate calling. It may not be uninteresting this month to indicate the growth of our pharmaceutical institutions, for they are perhaps the best mirror and record of progress.

By the early part of the last century pharmacy had developed farther in Philadelphia and New York than elsewhere, and it was natural that in these cities the first colleges of pharmacy should be established. The University of Pennsylvania, whose medical department had meanwhile grown into considerable efficiency, established in 1820 a course of lectures in pharmacy; and at the commencement of the university, on April 5, 1821, sixteen candidates received the degree of "Master of Pharmacy." For some reason the pharmacists of Philadelphia felt this step "to be an infraction of their rights," and so they themselves founded the "Philadelphia College of Pharmacy" the following year. The New York College was established seven years later, in 1829. This was the year in which Andrew Jackson began his masterful "reign," as Von Holst terms it; and from then on to the civil war but two more colleges were founded—the Baltimore College in '41 and the Chicago College in '59. The year General Grant was first elected president—1868, only thirty-five years ago—there were but four colleges of pharmacy in the country. There are now over fifty!

Philadelphia certainly has the dearest pharmaceutical traditions of any city in the country; and as she saw the founding of the first college of pharmacy, so also did she see the establishment of the first journal of pharmacy. What is now known as the *American Journal of Pharmacy,* but what was at first called the *Philadelphia Journal of Pharmacy,* was started on its dignified and scientific career as early as 1825. This was not only the first pharmaceutical journal published in America: it enjoyed the distinction of being the first published in the English language in any country. Begun as an annual, it was later for many years a quarterly, and not until 1853 did it become even a bi-monthly. Then, in '56, the well-known *Druggists Circular* was established; and after that time every few years witnessed an addition to the number, most of the earlier ones being published in connection with some college. Many of them fell by the wayside, but many still exist to perform an indispensable function in the maintenance and development of the calling.

Not less important than colleges and journals are associations. The American Pharmaceutical Association was organized in 1852, and has ever since done a noble work. It was not until 1871 that the first State association was created—the New Jersey body—but after that date they followed one another in rapid succession. Prior to the formation of these organizations there had been very little pharmaceutical legislation, although more or less effective measures regarding mainly the sale of poisons had been enacted in New York (for the city alone) in 1829, in Michigan in 1846, in New Hampshire in 1851, in Ohio and Pennsylvania in 1852, and in Illinois in 1853.

Considering the comparative youth of our pharmaceutical institutions it is cause for surprise that so much progress has already been made, rather than disappointment that no higher status has been achieved. "All things come to him who waits."

DRUG ADULTERATION: SOME UNCOMFORTABLE FIGURES.

Great concern has been aroused in the drug trade during recent months by the pure-drug crusades of Greater New York, Washington, D. C., St. Louis, and New Jersey. The developments which have ensued in all four places have been duly chronicled in the BULLETIN. It is not our present purpose to discuss the investigations themselves, but to say a few words concerning the general subject which lies behind them and forms their background—the subject of adulteration.

As we write we have before us the last report of the analyst of the Massachusetts Board of Health;

and an examination of this document serves forcibly to breed a conviction that drugs are too often what they should not be, and not often enough what they should be. Let us mention a few of the chemist's findings:

More than half the samples of tannic acid collected were classed as adulterated because of the presence of gums and resins, impurities which another recrystallization would have sufficiently disposed of. Distilled water is so easily prepared that there is no excuse for its not being fresh and pure, and yet only one out of eight specimens examined conformed to the requirements of the Pharmacopœia. One out of four samples of ground cloves was found to contain 50 per cent of corn-starch. Considerably more than half of the white and yellow wax analyzed was adulterated with paraffin. Ten out of sixteen specimens of "extractum glycyrrhizæ purum" were adulterated with corn or wheat, one sample containing 25 per cent of corn-starch. The one specimen of iodoform examined was sophisticated with 38 per cent of borax. Two lots of Rochelle salt were found to consist entirely of borax; while of 169 samples of the latter article examined, 100 contained sodium bicarbonate. Eighteen specimens of olive oil out of the 61 collected were found to consist almost entirely of cottonseed oil. Only two out of nine samples of lime water conformed to the U. S. P. requirements. Twenty-one of the 66 specimens of sodium phosphate were distinctly arsenical. And only one of eleven lots of tincture of opium was found to be of the standard strength, the others varying from 0.3 to 1.0 of morphine content.

What an indictment! The full force of it will be realized when it is stated that 51.3 per cent of all the drug specimens examined fell under the charge of adulteration! Of course this does not mean that half of the drugs sold over the counter are deficient in strength or purity. Examiners as a rule collect only those substances which experience has shown them are likely to be of improper quality; and the Massachusetts Board of Health therefore found, not that 51.3 per cent of *all* drugs were adulterated, but that this percentage of such drugs as are particularly susceptible to adulteration or deficiency were censurable.

But Heaven knows this is bad enough, particularly since the board's analyst declared that the percentage of adulteration last year was greater than it had ever been before with one exception. The duty of the pharmacist is plain: He must examine the goods he buys, and hold the manufacturer and the jobber to a stricter account. And he must exercise greater care with the goods he makes himself, and greater precautions in their preservation. Until he does do these things he need not be surprised that pure-drug crusades sweep down upon him with disquieting suddenness and frequency.

AN INTERESTING VOLUME.

The jubilee meeting of the American Pharmaceutical Association, held last September in Philadelphia, was the most largely attended and remarkable gathering which pharmacy in this country has ever witnessed. As was natural and altogether desirable, the historical element predominated and gave a peculiar and deep interest to the occasion. The printed volume of the proceedings was sent out to members last month, and the book is only second in interest to the meeting itself. In view of the exceptional nature of the 1902 gathering the proceedings have been bound more handsomely than usual, and their historical character is furthered by the presentation of the portraits of the past and present officers of the association—the men who have guided the destinies of the body during its half-century of noble service. This roll of honor includes 218 persons and represents the leaders of American Pharmacy during the last fifty years. Secretary Caspari has done his work well, and the Proceedings of the American Pharmaceutical Association for 1902 will be valued more and more as the present sinks further and further into the historic past.

THE PRICE OF SUCCESS.

Here is a nugget of pure gold presented by Prof. James H. Beal, of Scio, Ohio, to the graduates of the St. Louis College of Pharmacy at the recent commencement exercises:

> He who would pass his later years in ease and honor must spend his early years in industry and economy. The decree of nature is that there must be self-denial and self-sacrifice either at one end of our journey through the world or at the other. We cannot both spend our heritage and keep it. We cannot waste the present in pleasure seeking and the gratification of trivial desires and expect that the future will reward us with the wealth and honors which are the proper wages of prudence and industry.
>
> The guerdon of success is for him, and for him alone who
>
> "Scorns delights, and lives laborious days."

Two new colleges of pharmacy will soon be established in Georgia—one in Atlanta and the other in Macon.

THE OBSERVER'S COLUMN.

The Observer came precious near losing his temper last evening. And he hasn't wholly recovered his equilibrium yet. He sat next a man at dinner who, as the fates would have it, promptly found opportunity to express a sentiment with which the Observer never has any patience.

"No, I don't read the drug journals. I don't have time. I'm too busy. It's all right for the man who is burdened with leisure to spend his time in that way. I haven't any to spend."

The Observer tried to be patient, but with rather poor success.

"Don't have time—um! Ever have time to go to the grammar school and the high school? Ever waste any time and strength in going to a college of pharmacy? I hope you didn't. Might have——"

"Oh, yes," interrupted the Observer's companion. "I have had a pretty fair education."

"But what on earth was the use in throwing time away on such things," persisted the Observer. "You might have had ten years' start in business life if you had been wiser. If you had eliminated everything but the grammar school, and perhaps cut out a year or two of that, you might easily have been a successful pharmacist at fifteen, with name and fame and cash already won. At least ten years have gone out of your life—ten years that you will never recover!"

The Observer's companion was a little nettled. "*Reductio ad absurdum,*" he muttered.

"Not a bit of it," exclaimed the Observer. "The modern drug journal of the representative type is just as necessary for the pharmacist in his business life as the college is during his student days. It's just as absurd for you" (the Observer was getting bold) "to say you have no time now for reading the drug journals as it would have been earlier to say that you had no time to attend a pharmaceutical school, or earlier still that you had no time to learn to read and spell and write. Show me a successful, wide-awake druggist and I'll infallibly point you to a man who is a close student of current pharmaceutical journalism. The two are inseparable."

"Possibly," suggested the Observer's companion with perceptible skepticism.

"Possibly?" echoed the Observer. "Certainly—there isn't any doubt about it. A good journal places at a druggist's disposal the ideas and the plans and the methods—the brains, in fact—of his confrères all over the country. He gets innumerable suggestions for the conduct of his business and the practice of his profession which he cannot possibly get in any other way, and which he simply cannot afford to lose. If he shuts himself out from this enlightenment and isolates himself from his fellow men he might as well go off somewhere in the woods and bury himself in seclusion. He might as well——"

The Observer was getting eloquent, but at this point a man came up, said something in a low tone to the Observer's companion, and the latter, excusing himself, left the table.

Later in the evening he came up to the Observer. "I've been thinking over what you said, and I guess you're not so far wrong after all."

The light had at last dawned upon him, and the Observer hopes most devoutly that it may relieve other dark corners of the pharmaceutical world.

THE MONTH.

THE LEGISLATIVE YEAR: COCAINE MEASURES.

The legislative session is now closed in all but two or three States, and it is in order this month for us to report briefly upon the more important pharmaceutical bills which the year has brought forth. It is exceedingly gratifying that anti-cocaine measures have been made law in West Virginia, Pennsylvania, Illinois, and Texas; and it is only to be regretted that such action has not been more generally taken. The West Virginia act was mentioned last month in this place. The Pennsylvania bill was the direct outcome of the somewhat startling exposures anent the sale of cocaine made by Dr. Thomas G. Simonton—exposures which were reported and commented upon in the editorial columns of the BULLETIN last month. The druggists of the State, to their everlasting credit be it said, were heartily in favor of the bill, and their support made its passage easy. It provides that cocaine shall not be sold except upon the prescription of a registered physician, dentist, or veterinarian, and that no such prescription shall be refilled. And in order that physicians may not defeat the purpose of the act by supplying prescriptions *ad libitum,* it is provided that no prescription shall be written for any person known to the prescriber as "an habitual user of cocaine." Violation of the law will be followed by a "fine not exceeding $100, or imprisonment of not more than six months, or both, at the discretion of the court."

THE ILLINOIS AND TEXAS ACTS.

The Illinois and Texas measures differ somewhat in detail from the Pennsylvania bill. The Illinois measure likewise restricts the sale of cocaine to physicians' prescriptions, and provides that these prescriptions shall not be refilled; it also prohibits physicians or dentists from prescribing cocaine for habitués, but it makes this prohibition much more positive by providing a fine for the first offense ranging from $50 to $200, and for each subsequent offense from $200 to $1000. Moreover, "if the person so offending shall have a license as a physician, dentist, or pharmacist, such license shall be revoked." The creators of the Illinois measure evidently did not intend to have physicians nullify its effectiveness! Passing now to the Texas bill, we note one marked variation from the other two acts. It specifically *exempts* proprietary preparations, while that of Pennsylvania specifically *includes* these articles, and that of Illinois includes them by inference. The Texas measure also, unlike the others, includes morphine and opium. Inasmuch, however, as it prohibits the sale or the giving away, not only of any of these substances, but "of any of the derivatives thereof," the druggists of Texas seem to fear that it will not now be possible for them to sell any preparation containing cocaine, opium, or morphine, such as paregoric and Dover's powder, except upon a physician's prescription and in conformity with the provisions of the law.

* * *

GOOD FEATURES OF THE COCAINE BILLS.

All three of these cocaine measures contain features which render them decided improvements over preëxisting cocaine legislation. The defects of previous acts, and the weaknesses which prevented the acts from being sufficiently corrective, are in a measure, at least, overcome. It is well known that the two chief causes of cocaine addiction are the use of catarrh snuffs and other preparations containing the drug as an ingredient, and the carelessness or cupidity of physicians. All legislation, if it is to be founded in wisdom, must be preventive as well as corrective; and these cocaine measures are seen to possess both virtues in that all three prohibit the physician from prescribing the drug for habitués, while two of them forbid the sale of proprietaries which contain cocaine. It will admittedly be difficult to enforce the provisions against physicians, but in aggravated cases, where a physician is known beyond question to supply prescriptions in large quantities, as quite frequently happens, legal conviction can certainly be accomplished. Concerning the sales of proprietaries which contain cocaine, it may here be remarked as a matter of interest that in Ohio the sale of such proprietaries is soon likely to be checked somewhat. The poison law of that State makes illegal the sale of any preparation which contains more than one grain of cocaine to each package. The *Midland Druggist* has announced its purpose of making analyses of well-known preparations, and druggists of the State are advised, when the figures shall be available, to act in conformity with the findings.

* * *

BURIAL OF THE BOSTWICK-DOWLING MEASURE.

The New York druggists are delighted over the results of the legislative year in that State. Three or four inimical measures were killed outright; a license measure unsatisfactory to them was so amended as to be wholly to their liking; and the vicious Bostwick-Dowling bill, after having passed both branches of the legislature, was vetoed by the governor. The latter measure finally resolved itself into a substitution bill pure and simple. It rendered a druggist amenable to criminal prosecution if he dispensed on a prescription the preparation of one manufacturer when the preparation of another had been prescribed. Under preëxisting legislation he could be criminally proceeded against only when any change which he made in a prescription endangered life or health. The measure, though vigorously opposed at every step by the druggists, passed both houses and reached the governor. Determined to fight the thing to the last ditch, however, the various associations of the State sent representatives to his excellency; and so convincing were their arguments that Governor Odell finally vetoed the bill last month. There has accordingly been much rejoicing in eastern pharmaceutical circles, although the medical journals and the newspapers are inclined to do much wailing and gnashing of teeth.

* * *

NEW YORK'S UNIQUE EXCISE LAW.

The New York excise measure, as we reported last month, provides that druggists who desire to trade in liquor other than on physicians' prescriptions may be permitted to sell not more than a pint, and not to any one person oftener than once in 24 hours, upon the use in every instance of a special ten-cent stamp. There is much satisfaction with this act all over the State in drug circles, but elsewhere it is occasionally suggested that pharmacists who are so minded are given an opportunity of converting their stores into polite saloons at a very small *pro rata*

expense. This objection was brought to the attention of the governor, but he rejected it as extremely improbable, and signed the measure with heartiness. On strictly theoretical grounds, the act would seem to have much to commend it. It is a common complaint among druggists who do a small liquor business that they are not able to pay the tax imposed by the State, while, on the other hand, if they *do* pay it there is the temptation, nay almost the need, to do a larger business in order that their liquor trade may not be an absolute loss to them. The new arrangement offers no such temptation, and very nicely adapts the revenue expense to the amount of business done by each druggist.

* * *

ARIZONA NOW HAS A PHARMACY ACT.

But perhaps, from one point of view, the most important new law of the year is the one at last secured in Arizona. This is important chiefly because it all but completes the scheme of State pharmaceutical legislation which was begun thirty or more years ago. For every State in the Union now has a pharmacy law, and every Territory has one with a single exception. Indian Territory alone has no act. In Idaho and Texas, however, the laws are somewhat unsatisfactory in providing, not for a single State board of pharmacy, but for county boards; and effort has been made in both States for some years to overcome this objection. A satisfactory all-State bill passed the Texas legislature this year, only to be vetoed by the governor. With respect to the new Arizona measure, we may report that graduates in pharmacy are permitted to register without examination; general dealers are allowed to sell "proprietary medicines or original packages of drugs and medicines," but in no case to "compound or prepare any pharmaceutical preparations or prescriptions;" and a good feature is that all persons registered under the act shall be exempt from jury duty. Altogether, the act strikes us as being a fairly good one.

* * *

OTHER BILLS.

Two or three other measures are of interest. The druggists of California are quite pleased over the enactment of a law in that State which imposes a tax of $200 a year upon all itinerant venders of drugs —"kings of pain," "Quaker herb doctors," and others of this numerous and versatile class. Moreover, the tax is in addition to such licenses as may be imposed by cities and counties throughout the State; and violation of the act makes possible a fine ranging from $100 to $250, and an imprisonment from 50 to 120 days. Finally, the tax goes into the coffers of the State Board of Pharmacy, and is to be used for defraying the expenses of that body. New Hampshire, for the first time in nearly fifty years, has given up its character as a prohibition State; and by virtue of a new license act the druggists of the commonwealth are permitted to sell liquors on prescriptions after payment of a $10 tax. In the Minnesota legislature ten pharmaceutical bills were introduced, not one of which became law; several bills likewise failed of passage in Pennsylvania; and at this writing a considerable number of measures are pending in the legislatures of Massachusetts, Connecticut, and Michigan.

* * *

EARLY CLOSING IN ENGLAND.

An early closing bill pending in the British Parliament is the subject of deep interest among our cousins oversea. If enacted into law, this measure will make it possible for any one or all classes of tradesmen in any section to establish a legal closing hour by mutual consent. Shopkeepers in any locality are authorized to memorialize the local authority; and the latter is then empowered to see that the shops are closed at the hour named in the application, although this hour is to be not earlier than seven o'clock in the evening. If, however, after trial of the arrangement, it should appear that more than one-third of the particular class of shopkeepers affected are opposed to the continuance of the order, the central authority may revoke the order so far as it affects such class of shops. The section of the bill which refers particularly to pharmacists provides that their shops shall not be open after the hour of closing *except* "so far as may be necessary for the specified purpose of supplying medicines, drugs, or medical appliances." The advantage of this bill, if it is enacted into law, will be that, while permitting any class of shopkeepers to act only in conformance with their own initiative, it will provide legal compulsion; and without legal compulsion experience has shown over and over again that mutual arrangements are too likely to end in failure.

* * *

A GREATER NEW YORK DRAMA.

Druggists who live elsewhere in the country, and who occasionally feel the need of something in the way of excitement, have grown to look for entertainment from their brethren in Greater New York. Something dramatic may be expected to develop in that suburban retreat without the intermission of more than three or four weeks at the most. The

curtain is never down very long. The play enacted last month was in the halls of the Kings County Pharmaceutical Society. At this distance from the theater of action it is not possible to understand the situation in all its details, but it would appear that a minority was not in favor of longer continuing in office those who had been holding the main positions for two or three years. Anonymous circulars were widely distributed; a good deal of electioneering was done; and a delightful air of suspense hung over the Borough of Brooklyn for several weeks. The storm culminated at the annual election of officers held at last month's meeting. Not to prolong the story unduly, let it be said at once that the "regulars" won the day. They were able to show that the officers who had been at the helm during the last two or three years had succeeded in nearly doubling the membership of the society, and in improving its financial condition. The insurrectionist minority was able only to marshal a vote of 28 against an opposing vote of 130. The reëlected officers are: President, Oscar C. Kleine; secretary, Frederic P. Tuthill; and treasurer, Peter W. Ray.

* * *

ANOTHER ANTI-CONSPIRACY SUIT.

The N. A. R. D. has been compelled to face another anti-conspiracy suit in Chicago. Soren Mathison obtained a temporary injunction last month restraining Peter Van Schaack & Sons, Fuller & Fuller, the National Association of Retail Druggists, the Chicago Retail Druggists' Association, Thomas V. Wooten and John I. Straw from interfering with him in the purchase of any article of trade, and from black-listing and boycotting him. Apparently Mathison is a cutter who has been unable to buy goods, and who is seeking the relief by legal means which seven or eight others have sought during the history of the N. A. R. D. movement. In an editorial elsewhere in this issue we have discussed the recent final decision handed down in the famous John D. Park & Son's case by the Court of Appeals of New York State. This decision, taken in conjunction with several others which have been brought forth during the last three or four years, gives more and more hope that the N. A. R. D. will successfully avoid serious legal entanglements in the prosecution of its plans.

* * *

DEATH OF THE WISCONSIN ANTI-TRUST BILL.

In this connection it may be reported that there is much gratification in N. A. R. D. circles at the death of the Wisconsin anti-trust measure. As we have reported in the BULLETIN from month to month, a bill was introduced in the legislature of that State which was aimed directly at the national association, and which, if made law, would apparently have prohibited the operation of the tripartite plan. It was introduced at the behest of a cutter who had found that he could not receive goods, and who desired relief. It passed the lower house with a rush, and the prospects of its passage in the senate were uncomfortably good. Representatives of the N. A. R. D. and of the local associations sprang to the front, however; some vigorous and determined fighting was done; and finally the death of the measure was accomplished in the senate committee. Peace to its ashes!

* * *

AMONG THE CLERKS.

The clerks of Waterbury, Ct., after efforts reaching over a considerable time, have finally brought about shorter hours. The proprietors could not be induced to sign an agreement uniformly affecting every store, but all with one exception made individual concessions to their employees which nearly puts the weekly working schedule on a 65-hour basis. And the one proprietor who holds out is expected to fall into line soon, if indeed he has not already done so. In Springfield, Mass., the clerks are endeavoring to secure shorter hours through the assistance of the central labor union. Out in San Francisco labor-union methods have been applied, with the result that open warfare has developed. Eleven drug clerks "walked out" of the store of the Owl Drug Company a few weeks ago; a boycott on the store was promptly declared by the labor federation; members of labor unions who afterwards entered the store were fined; and the affair has been aired thoroughly in the newspapers. A similar situation developed a month or two ago in Sacramento. Sincere friends of the organization movement among the clerks can scarcely fail to deplore the resort to such questionable methods, whatever be the merits of these particular cases.

* * *

THE LIEBIG CELEBRATION.

By invitation of the New York Section of the Verein Deutscher Chemiker, the members of the American Chemical Society, the Society of Chemical Industry, the Electro-Chemical Society, and the Chemists' Club participated last month in a celebration in memory of Justus von Liebig, the illustrious investigator in chemistry. The chairman of the meeting was Dr. H. Schweitzer, and inter-

esting addresses were made by Dr. Remsen, president of Johns Hopkins University, Prof. William H. Brewer of Yale, and Dr. Carl Buisberg, vice-president of the Verein Deutscher Chemiker. During the twenty-eight years of Liebig's professorship at the University of Giessen, said Dr. Remsen, the activity of the man and the work he accomplished were enormous; and he can truly be considered the greatest chemist of his time. His publications in scientific journals amounted to more than 200 papers, in addition to his works on agriculture, organic chemistry, and analysis; and besides all this he acted more or less constantly as the editor of several scientific journals.

* * *

In Cuba's chief city—Havana—the provincial government recently established a tax of two cents on patent medicines. Indignant at this action, the druggists of the city promptly closed their shops, and kept them closed until a partial concession was secured from the government. They were opened again last month with the understanding that the tax would not be levied for fifteen days. What the developments have been since we are not able to state at this writing.

* * *

Several druggists of New York State have been inclined to dispute the right of the State Board of Pharmacy to buy samples of drugs from them for purposes of inspection; they refused to sell the drugs; the matter was referred to the Attorney-General; and an opinion was furnished last month which holds unequivocally that the State Board of Pharmacy has the right to collect and examine specimens, and that the druggist who refuses to furnish these specimens becomes liable to criminal prosecution.

* * *

The druggists of Newark, Ohio, have decided to close their places of business on Sundays from ten to two o'clock in order that the proprietors and their clerks may attend church like ordinary individuals. Every druggist in the city has entered the arrangement. In Manistee, Mich., there has been some talk among the druggists of following the example of other tradesmen, and closing at six oclock in the evening every day except Saturdays.

* * *

The druggists of Pennsylvania and their friends are making active preparations for the annual meeting of the State association at Eaglesmere, June 23, 24, and 25. Valuable reports on legislation are forthcoming; an unusually large number of good papers are being prepared; and the meeting promises to be of great interest and value. The traveling arrangements are under the management of the secretary—Mr. J. A. Miller, of Harrisburg, Pa.

* * *

The BULLETIN recently stated that Idaho has no State pharmacy law. We are informed by Mr. C. Busey, of Harpster, Idaho, that while there is no law which covers the entire State, there is a measure which provides for county boards and the issuance of county licenses.

* * *

J. M. Good, the well-known pharmacist of St. Louis, and professor in the St. Louis College of Pharmacy, was given the honorary degree of Master of Pharmacy at the annual commencement exercises held last month by the Philadelphia College of Pharmacy.

* * *

The work of revising the Pharmacopœia has progressed so far that bids for the printing, publication, and sale of the work have been invited by the Board of Trustees. A meeting will be held in July to consider such bids as may be made.

* * *

The Maryland Medical and Chirurgical Faculty and the Maryland Pharmaceutical Associaton will cooperate towards restricting the sale throughout the State of habit-forming narcotics.

* * *

After a long and disastrous warfare of prices, the druggists of Trenton, N. J., are back again on a uniform price schedule, and are putting into effectual use the salesman-card system.

* * *

In a recent trial at Atlanta, Ga., the fact was elicited that at one drug store in that city more than 3000 prescriptions for cocaine had been filled during the last two months!

* * *

A drug-store combination is soon to arise in Colorado, and Colorado Springs will be made a distributing point for a number of stores scattered over the State.

* * *

A bill to render illegal the use of trading stamps is pending in the Massachusetts legislature.

A PARTICULAR BOOKLET.

For the Exploitation of Brushes, Combs, and Tooth-powders—The Full Text Given—The Cost of Printing Stated—Ready for Easy Duplication by Any Pharmacist—The Details Described.

By FRANK FARRINGTON.

Brushes respond promptly to advertising, Mr. Druggist. People seem always to be waiting for you to ask them to buy a hair-brush or a tooth-brush.

You'll find below the plan and copy for a neat little eight-page book that ought to produce a profitable increase in your brush business.

Here's the front cover, for instance, printed in gold on a bright-red cover paper:

Mister
Par Ticular

His
Book

The back of the cover reads simply:

Blank's
Drug
Store,
411
Blank
Street,
Blankville,
Texas.

The inside cover pages are better left plain, though they might be used.

The actual size of the booklet is 2¼ x 5 inches, a neat and catchy form, and it should be mailed in a No. 4 Government envelope of good quality, sealed, preferably, and addressed to the woman of the house.

The printer's bill for 1500 such booklets ought to be about $13.00; a lesser number costing, of course, more in proportion.

Here follow the inside pages, the reading matter set at the top of the page, leaving a blank space at the bottom, with the words, "Turn Over," in the lower right-hand corner. Keep the type matter flush on the left side, beginning each sentence on a new line clear to the edge.

Page 1:

I Am It.

I am Mister P. Ticular.
I am particular about everything.
What I buy I want right.
I want what I want, and I don't want anything else.
I get the best I can afford every time.
That's the cheapest way.
Too much pork for a shilling is poor economy.
I like to get bargains as well as anybody, but I want them to be bargains in quality as well as price. I'm no philanthropist, but I'm going to give you a few tips free of charge. Will you take them?

Turn over.

Here is page 2:

Tip Number One.

When you buy a hair-brush buy a good one.

Of course there are times when a cheap brush, such as Blank sells for a quarter, will do well enough.
You might as well understand at once that I'm telling you all this in the interest of Blank's Drug Store, as well as in your own interest.
I do all my trading there.
"There's odds in ginger," and there's odds in hair-brushes, too.
For instance, if you pay half a dollar for a brush, and the storekeeper gives you one with a glued back, you get a brush that will come apart as sure as it gets wet.
There is no brush that lasts better than the solid back with the bristles set in to stay.
Blank sells a good solid back brush for half a dollar.
It's a brush that will last, too.
Use it wet or use it dry, it won't come apart.
He guarantees all his brushes
If they prove unsatisfactory in any way—your money back.
That's his way.
It's a good way, all right.

Go to
Blank's

Page 3:

More About the Same.

There's an aluminum back hair-brush that's a good one.
They call it the "Keepclean" brush.

The bristles are set in an aluminum plate.
The plate is clean, bright, and shiny, and you know it's all right.
The back and handle are ebonized.
These are 50c brushes.
Of course more money buys a better brush.
The 75c, 85c, and $1.00 lines (and upward) are worth looking at even if you generally buy cheap brushes.
For these prices you get a solid back and all real bristles that never (almost never) wear out.
Military brushes cost $1.25 a pair for good ones.
Then there are silver ornamented brush, comb, and mirror sets for $—— and more.
Sterling silver ornamented military brushes $—— per pair.
Don't forget those when a birthday or Christmas present is needed.

Turn over.

Page 4:

Tip Number Two.

When you buy a tooth-brush, buy it at Blank's.

Now it's a funny thing about tooth-brushes.
Sometimes you buy a fifty-cent one and the bristles come out right away.
Of course it isn't the dealer's fault.
It happens in the best brushes occasionally.
You don't lose on such brushes, or on any brush that you buy at Blank's for 25c or more.
They are warranted to hold their bristles or you get a new brush free.
They're guaranteed to Blank.
He doesn't lose when be gives you a new brush.
Don't fail to kick.
He'll be mad if you don't do it.
The brush I buy is the 50c sort because they're cheapest in the end.
They last forever.
The one Blank sells the most of, though, is his own brand, with "Blank's Drug Store" on every brush, 25c.
My, but that's a good brush!
Sent postpaid to any address.
His tooth-brush prices go like this—10c, 15c, 25c, 35c, 40c, 45c, 50c.

Go to Blank's.

Page 5:

Tip Number Three.

It pays to be particular.

You get what you want the first time and save yourself bother.
Here's an assortment of brushes of particular quality.
Blank says they're all right, and I'll back him up.
There are brushes for all uses nowadays.
Lather-brushes, —c.
Nail-brushes, —c.
Bath-brushes, —c.
Clothes-brushes, —c.
Hand-brushes, —c.
Flesh-brushes, —c.
Infant's hair-brushes, —c.

Turn over.

Page 6:

Tip Number Four.

Get combs that won't break.

You can break any comb with an axe.
Don't try it.
Blank has combs at all prices.
Some are better than others, of course.
Get a good one.
Ten cents buys a fair comb of some sorts—a metal back comb, for instance.
Fifteen cents or a quarter buys a better one.
Long-tooth, strong combs for heavy hair go as high as 50c, but they last fifty cents' worth.
They are all warranted perfect at Blank's, whatever the price.

Go to Blank's.

Page 7:

Tip Number Five.

Watch your teeth and watch 'em close.

It doesn't pay to let your teeth go.
No, sir!
Store teeth aren't up to the real ones.
I've been more particular about stuff to keep my teeth right than about brushes even.
I buy Blank's tooth-powder.
It's great.
The bottles are larger than any other 25c bottle, and the powder is the best you can get.
I've tried 'em all and I know.
Each bottle has a nice sprinkler top.
The flavor is rose or wintergreen, as you choose.
I've used both and like one as well as the other (or maybe better).
Blank has a liquid dentrifice too.
Price 20c.
It's a good one, but I prefer the powder.
Both these preparations are warranted to suit.
If you don't like them, you get your money refunded.

Turn over.

Page 8:

My Tips.

I haven't given you as many tips as I meant to.
I get to talking about the goods in that drug store of Blank's and forget everything else.
Well, never mind, I've told you some good facts about things you can buy there to advantage.
If you're particular, that's the place to go.
They suit me there, and it isn't every drug store that can suit me.
I'm a crank and no mistake.
Let me tell you, before I say good-bye, that if you want *anything* in the drug or stationery or book line, you can get it from Blank.
If he doesn't have it in stock, he'll order it for you.
He won't charge you extra for the special order either.
Good-bye, don't forget,

Go to Blank's.

Of course all this can be altered to suit the needs of your particular store. It's a good plan, too, to have some attractive little slips to put inside the books. It is so much more advertising for no more postage, and only a little more expense.

For example, have the printer who runs your ad. in his paper take that ad. out bodily and run off such a number of copies of it as you may want. These will slip right in with the booklets—supposing, of course, that your ad. is a single-column one, and three or four inches long.

There will be no typesetting to pay for on the slip, and you ought to get 1500 for $1.50 or $2.00.

Just as a suggestion, let me give you copy for a spice ad. Such a time as when you mail the booklet would be a splendid opportunity to call the attention of a lot of people to the fact that you are in the pure spice business. Have the slips printed on buff book paper with red ink.

HOT STUFF.

(Pure Ground Spices.)

We have stocked a new line of spices.
They are pure spices, the best to be made by grinding the *very best* crude article.
You never saw such spices anywhere before. Better ones were never sold.
We sell this grade only in quarter-pound metal boxes. They keep all their strength in that shape.
They are mostly ten and fifteen cents a can.

These are the ten-cent ones:

Turmeric,
Cloves,
Sage,
Black Pepper,
Allspice.

These are the fifteen-cent ones:

English Mustard,
Jamaica Ginger,
Thyme,
Cinnamon,
Red Pepper,
Mixed Spices (for pickling).

Then there's a higher grade, a stronger cinnamon, at twenty-five cents a box.
If these aren't ahead of any spices you ever bought, they won't cost you a cent.
Come in and get a spice book free.

BLANK'S DRUG STORE.

There's nothing more needed to make this scheme plain. It's one of a thousand that are possible to the druggist of moderate resources, provided he has a mailing list; and the first rule in the book requires the possession of one of those kept well up to date.

A NOVEL LINIMENT.

Its Composition and Uses—The Package—Methods of Bringing the Remedy Successfully Before the Public—Specimen Advertisements.

By T. W. PERKINS.

The liniment may be termed "Green Oil" for the sake of convenience, but of course any title which would best suit individual requirements can be used.

The "oil" has been manufactured and sold by me for a number of years with the greatest success. In fact, I consider the preparation as staple as any article carried in stock, and from the very nature of things the profit is much greater than on proprietary goods.

Here is the formula:

PERKINS'S GREEN OIL.

Oil of sesame	1 pint.
Oil of peppermint	1½ ounces.
Oil of wintergreen	2 ounces.
Oil of spearmint	10 minims.
Oil of sassafras	3 ounces.
Oil of cassia	20 minims
Oil of eucalyptus	10 minims.
Menthol	30 grains.
Chlorophyll	30 grains.

Mix the oils together, with the exception of the sesame. In 4 ounces of the oil of sesame dissolve the chlorophyll by the aid of heat; when dissolved, remove the liquid from the fire and dissolve in it the menthol; then mix all together and filter if necessary.

At first glance the liniment may appear to savor of polypharmacy—to be somewhat in the nature of a "shotgun" proposition; but experience has demonstrated that the formula as it stands produces the best results.

Kindly bear in mind that the formula has stood the test of time, and is moreover a departure from the beaten track and a novelty in its field.

Any pharmacist who will put this up in attractive form and bring it properly to the attention of his trade will certainly find it a winner. This has been my experience, and there is no reason why it should not be the experience of others.

The oil is put up by me in a special triangular-shaped bottle holding about one and a quarter ounces, and is retailed for twenty-five cents. The label is printed with green ink, and I use advertising signs for the store, printed in green ink with a rubber sign marking outfit.

The remedy is used as a liniment by local application to any affected part; it is employed often by rubbing a small quantity underneath the nose and inhaling it; and for neuralgic, and especially for rheumatic, pains in any portion of the body, it is excellent. It is also used in an atomizer for the nose and throat, and internally for cramps, colic, summer complaint, and allied troubles.

A NEWSPAPER ADV.

Druggists in small towns can use newspaper space to advantage in their advertising campaigns, and I give herewith a suggestion for a notice for "Green Oil:"

There are few crimes in the calendar more reprehensible than the one which allows suffering to exist when a cure is available. In this connection let us direct your attention to

PERKINS'S
GREEN
OIL.

This is a "money-back-if-not-satisfied proposition." Green Oil is recommended as an efficient remedy for

Rheumatism, Neuralgia, Lumbago, Pain in the Back, Soreness, Cramps, Colic, Summer Complaint, Cholera Morbus, etc.

The oil is used internally or externally as the exigencies of the case indicate, and the fact that we are receiving commendatory reports every day concerning its efficiency leads us to believe that its value is unquestioned.

The price is twenty-five cents, and if you are dissatisfied with your purchase after giving the remedy a fair trial, we will gladly refund the price paid.

T. W. PERKINS, Pharmacist,
Detroit, Mich.

For pharmacists in the larger cities where newspaper advertising would not be profitable, the same advertisement could be incorporated in the form of neat folders or circulars and distributed in the usual way.

STORE SIGNS.

Signs can be placed in the store and show windows and very neatly lettered by the use of a marking outfit comprising rubber stamps. Here are a few suggestions for such signs:

Neuralgic Pains? Rheumatic Pains? { **PERKINS'S GREEN OIL** } **Sale! Sure!**
25 cents.

A prevailing complaint—Pain in the back.
No cause for complaint if
PERKINS'S
GREEN
OIL
25 cents per bottle. is used.

Stiff Neck? Why so, when
PERKINS'S GREEN OIL
is procurable?
25 cents does the business.

Cramps? Colic? } **Your money back if**
PERKINS'S GREEN OIL
fails to give relief.

The list can go on *ad libitum,* and new signs can be employed from time to time so they will not prove tiresome.

My method always has been to evolve a new product and then keep continually "plugging" at it until it has become firmly established in the good graces of my trade, and then start on something new, but always being sure that the previous preparation is on a sound footing first.

AROUND THE CAMP-FIRE.

Bulletin Readers Continue to Entertain One Another with Interesting Bits of Personal Experience—The Juggler Who Juggled Once Too Often—An Amusing Tooth-paste Yarn—The Narrow Escape of the Temperance Druggist.

THE OFFICER OF THE LAW THAT NEVER CAME.

"Al. Lows" tells how he had a good scare during his callow youth:

I find your "around the camp-fire" stories very interesting reading matter, and in order to help to keep the fires burning I submit the following reminiscence:

It happened on a hot summer day, when I was employed in a store situated on one of the busiest corners of the town. I had only been in the business for a short time, and the extent of my responsibilities was washing bottles. I always did have a mania for juggling things, and one day while I was doing an exceptionally clever stunt in that line with a couple of bottles, "de boss" happened along and stood watching me without my knowledge. After seeing me go through my performance without diminishing his stock of bottles, he decided to give me a "try" out at the soda fountain, thinking I might make a hit tossing drinks. When he informed me of his intentions I was delighted and immediately began making preparations for my début. The next morning after donning a white coat and a new necktie (the color was bright red), and applying a liberal quantity of pomade to my hair, I "got busy" cleaning the fountain, filling up the chocolate pitcher, the fruit bowls, etc.

And now comes the sad part of my story, which for the time being put a damper on my youthful enthusiasm! In looking over a miscellaneous lot of things which were kept on top of the fountain, I discovered an empty pint bottle labeled "elixir calisaya tonic." Feeling it my duty to keep things filled up and simultaneously remembering seeing a gallon bottle in the laboratory marked "elixir calisaya, iron and strychnine," I immediately proceeded to fill the bottle from this stock package. A day or two later while I was busy replenishing the stock in the cigar case, during a lull in the soda trade, a man came hurrying in, and stepping up to the fountain asked for a "good stiff tonic." The head clerk, who happened to be back of the soda counter at the time, without a moment's hesitation made a lunge for the calisaya tonic bottle, poured an ounce or so into a glass, added a little lemon syrup and a squirt of soda, handed it to the man and bade him drink it, which the stranger did, paid his little fare, and stalked off.

I quietly congratulated myself for having noticed that empty tonic bottle and filling it in time to be of use. But just then the clerk, about to put the bottle back in its place, suddenly held it up to the light and examined its color, but for a minute only. With two steps he was at my side, inquiring whether I had filled that bottle. With a proud feeling and a triumphant smile I answered:

"Yes, sir, from the gallon bottle in the laboratory marked 'elixir calisaya, iron, and strychnine.' "

A groan, besides several other things which wouldn't look good in print, escaped his lips, and pulling out a pencil he did some rapid figuring for a few seconds. Then, grabbing me by the coat, he said:

"Boy, we're lost. That drink contained at least one-eighth grain of strychnine, while one-twelfth grain is the maximum dose."

My heart suddenly stopped performing its natural functions, hot and cold spells alternately raced up and down my back, my knees did a little shake all by themselves, while I felt innumerable lumps rise into my throat and almost gag me. But to make a long story short, it was another case of "all's well that ends well."

After spending the rest of the day awaiting the results of my doings, expecting every minute to be pounced upon by an officer of the law, who should come towards evening but the victim of my lack of pharmaceutical knowledge, seemingly none the worse for the "good stiff tonic." The feeling of joy and lightness that overcame me at the sight of him is beyond description. I simply had to restrain myself from making an aerial journey over the counter and kissing the man's feet. Gathering all the self-control left in me I calmed myself sufficiently to speak, made a few remarks about the weather, and then finally asked him what he would have. He stroked his beard thoughtfully, tilted his hat back on his head, and said:

"I got a tonic in here this morning, but I guess it was too cold and I drank it too fast, for I had a severe attack of colic shortly afterwards."

I looked wise and told him it was a dangerous

thing to pour icy drinks into a hot stomach. He seemed to agree with me on that point, and I offered to make him up a nice egg drink with a little ginger in it. Mentally I was figuring on the healing qualities of the egg, to repair the damage done to the lining of his stomach by the strychnine, which I supposed at that time had the same tissue-destroying properties as carbolic acid.

Well, I took special pains in preparing the egg drink for him, and while he sipped it slowly he remarked casually that he hoped it would not bother him during the night, as he had to get up early the next morning to catch a train. Going to take a train! I mentally thanked him for this bit of information and assured him that he would not be disturbed. He departed satisfied, and I never heard or saw anything more of him. I am to this day thanking my lucky star for getting out of that scrape as easily as I did!

COST HIM A FIVE-POUND BOX OF CANDY!

D. G. K., from a town in Southern Texas, tells this rather good one on himself:

Here's one: Day before yesterday a young lady came into the store and wanted a good tooth-paste, saying she was tired of powders and washes. I asked her if there was any particular kind she wanted, but she said "No," and would leave it to my judgment, as I ought to know what was best. So I suggested euthymol tooth-paste. She said all right. She'd heard that was good. I took a carton out of the case, wrapped it up, and gave it to her.

Well, in about an hour the 'phone rang. The young lady asked me if I had any particular grudge against her.

I answered "No! Why?" She informed me that "that was the vilest tasting tooth-paste she'd ever used." I jollied her about having such a "hard-to-please taste," told her she'd get used to it in one or two trials, and advised her to go ahead and use the article as there was no better paste made.

This occurred in the afternoon. After supper I was again called to the 'phone, and told that I didn't know what a good tooth-paste was if I called that kind I sold her good. She said it was the greasiest stuff she'd ever put in her mouth, and that she couldn't wash it out, spit it out, or in any other way get it out of her mouth, and that her brush was a sight to behold. Well, just about that time I had a thought (guess all know what it was!), so I told her to hold the 'phone a minute. I went to the show-case to see if "I had done it," and sure enough I had—given her euthymol "cream" instead of the tooth-paste- I returned to the 'phone, told her to throw the euthymol paste away, and said that I'd send her up another kind and a brush gratis.

I thought I was about as "smooth as they make 'em" in getting out of difficulties, but I changed my mind the next morning when that girl came into the store with that package of euthymol cream, showed it to me, and remarked that until now she had always had reason to believe that I was a friend of hers. Well, I "squared" it with a five-pound box of candy, and from now on I'm going to examine carefully the packages of euthymol tooth-paste and euthymol cream before I wrap them up!

HE GOT NO MORE "ALKEHOL!"

A "Subscriber" relates this tale of a narrow escape from moral disgrace:

I am very much interested in your "Camp-fire" stories. Here is one that kept me interested for a little while, I assure you:

I am known as a temperance druggist. I am very much opposed to the selling of liquor by druggists for any but legitimate uses. Shortly after buying my present place of business an old "Norske" man came in with a leather bag on his shoulder. Arriving at my desk he dropped the bag and drew forth a quart flask and called for "alkehol." The doctor whom I had bought out happened to be in the store at the time and told me to let him have what he wanted, saying that he came in about every sixty days regularly for his quart. I proceeded to fill the bottle accordingly. In about sixty days the same thing was repeated. The third time was the last and "out."

On this occasion I filled his flask as before. He went out and I forgot all about him. In about an hour I looked across the street at a reeling, drunken old codger, who happened to be the same "Norske" man whom I had sold the alcohol a short time before. He fell just as he reached his buggy, seemed to realize his condition, but was simply "paralyzed." A crowd soon gathered. He was lifted into his buggy and started towards home. My heart was in my throat. I felt sure he had gotten his drinks elsewhere than out of the bottle I had furnished him. But suppose his horse should run away; suppose he should get killed! They would find the bottle and would see that I had sold him alcohol.

Soon I saw the crowd run in the direction his horse had taken. His horse was running away. There! he had been thrown out! I could in fancy see his mangled body out there by the roadside. Think of my disgrace! Soon the crowd came back. He was not badly hurt, they said. A friend took

him home; and sixty days later he appeared again with his leather bag and bottle. You may be sure that he got no "alkehol" this time!

TWO ENGLISH ANECDOTES.

One of our English subscribers, signing himself "Ixion," contributes two stories:

In looking over the issue of the BULLETIN for last October, and running across the "Camp-fire" instalment of that month, I was much interested in the bishop stories contributed by an English compatriot who signed himself "Acetum." I was immediately reminded of an anecdote. Perhaps you would like it. My Lord Bishop was invited to take part in the celebration of christening a battle-ship. The invitation sent out read "The Right Reverend and Lady." The Bishop went early to see that all proper arrangements had been made, leaving his wife to follow. In due course her coachman drove her to the dock gates, which were guarded by a royal marine. She found that she had forgotten the ticket when the guard asked for it, so she said in reply to his demand that she was "the Bishop's lady." He promptly replied: "I can't help it, ma'am. *Even if you were the Bishop's wife herself* you couldn't go in without a ticket!"

I leave the readers of the BULLETIN to picture the good lady's countenance!

HE GAVE SOME ADVICE.

Here is another story that may fit into the "camp-fire" series [continues "Ixion"]. One of our leading surgeons, in lecturing to new students at a medical school, used the same old arguments about there being plenty of room at the top, and advised his auditors to work hard and study diligently. "Take me, for instance," he declared. "I am able to keep out of the workhouse!" Now it is necessary to state that this surgeon happened to be the leading operator in lithotomy at one of the London hospitals; and so it was that a voice from the rear of the room quickly answered: "Yes, but even you have to break stones to do so!"

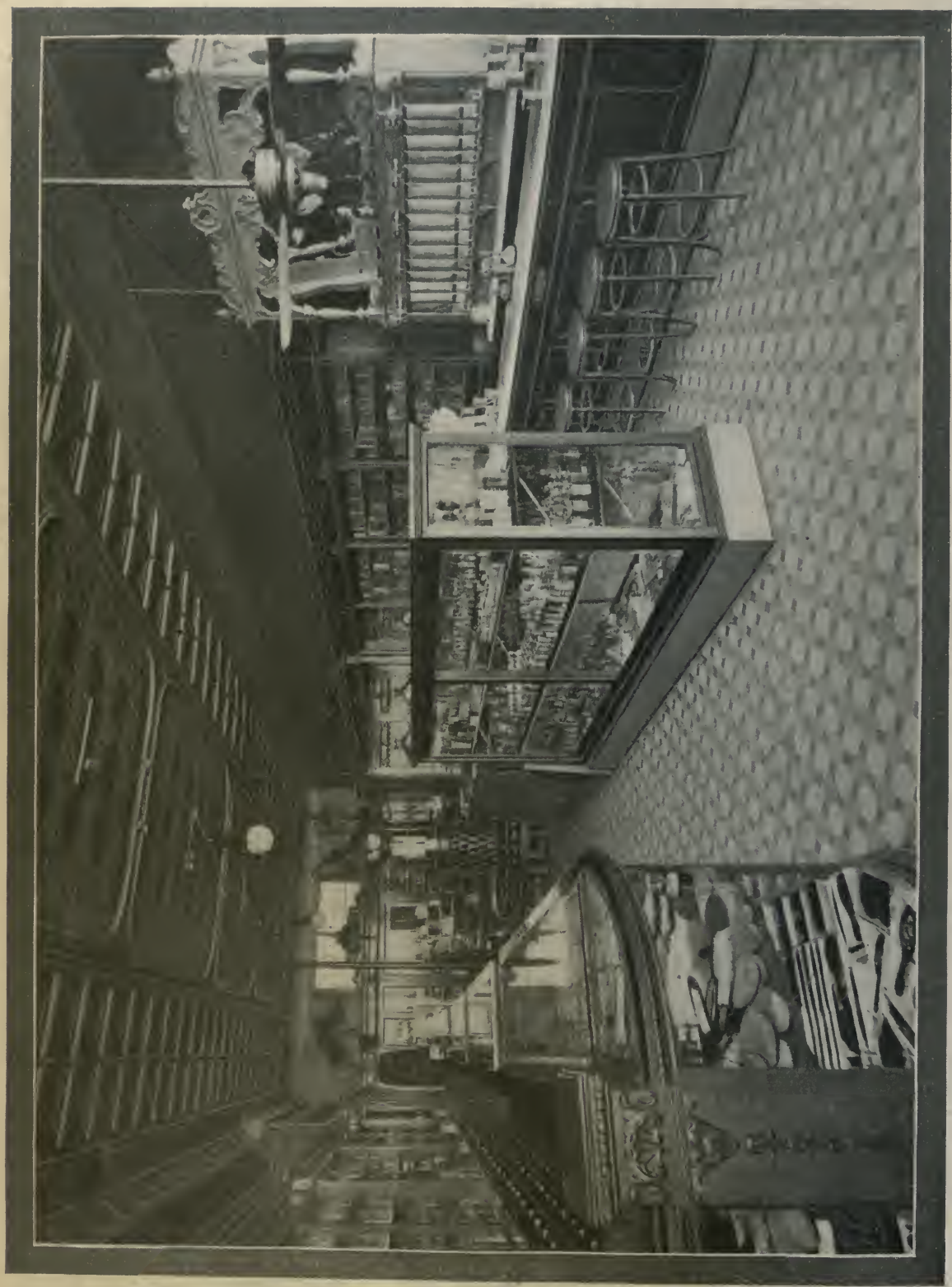
AN INGENIOUS COMBINATION DISPLAY.

Mr. Judson B. Todd, the well-known druggist of Ithaca, N. Y., is a resourceful man. We hope to show how he made one window display—that shown in the accompanying illustration—serve two purposes, and serve both admirably. First let us quote Mr. Todd's own telegraphic description of the figure which comprises the central feature of the window:

"Bust and skirt form secured from a dry-goods store; skirt made of chamois; bust covered with a shirt waist; sleeves stuffed and then covered with chamois; rubber gloves on the hands; one hand made to carry a sponge bag in which was tucked a Japanese paper napkin; red chamois collar; ear sponge for a stick pin; sponge face; raised sponge for nose; pink cotton for lips, drawn back in the mouth; jute for hair; artificial eyes; a few small sponges sewed on an 'elephant's ear' for the hat, with black pompon of ribbon stuck in; bunch of artificial violets on the breast."

Mr. Todd informs us that this beautiful specimen of the fair sex attracted a great deal of attention as the bright particular star of a sponge window during the first week of her existence. Then she was taken out and given a rest for a week, after which she was brought back and—quoting Mr. Todd again—"made to 'holler' for Vinol." She is seen doing this "hollering" in the accompanying illustration.

The engraving unfortunately does not do entire justice to the display.



A HANDSOME COLORADO PHARMACY.—This shows one of the largest and best equipped stores in Colorado—that of the Hefley-Arcularius Drug Co., of Colorado Springs. The ceiling is made of ornamented metal; the fixtures are of natural oak, and while not elaborate are still elegant; and a novel feature is the round settee barely to be seen down near the end of the salesroom. The firm do a general retail and wholesale business, besides being large dealers in photographic supplies. The wholesale department is located behind the salesroom; and in the cellar, which extends under the entire building and is 190 feet long, is carried the stock of glassware, mineral waters, and other like goods. The entire stock of the firm amounts to about $50,000. It has always been a cardinal principle with the Hefley-Arcularius Drug Co. to give their customers what they asked for—never to persuade them to take something "just as good" or better. This policy, and others just as wise and right, have enabled the firm to build up the large business which they enjoy, and have given them a standing in the State of Colorado which is unquestioned.

THE INTERPRETATION OF PRESCRIPTIONS.

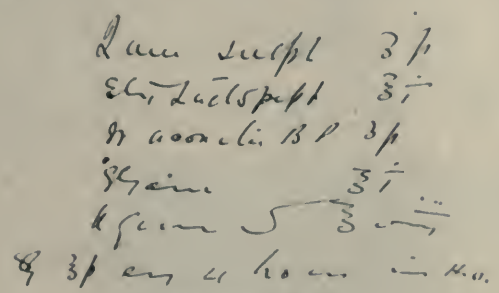
More or Less Difficult Specimens Presented and Interestingly Discussed—Reproduction of Actual Prescriptions Received in the Pharmacy—An Exceedingly Valuable and Somewhat Novel Series of Articles.

By J. T. PEPPER,

Pharmacist at Woodstock, Ontario, and Examiner in Materia Medica and Prescriptions at the Ontario College of Pharmacy.

(*Continued from page 199 of the May* BULLETIN.)

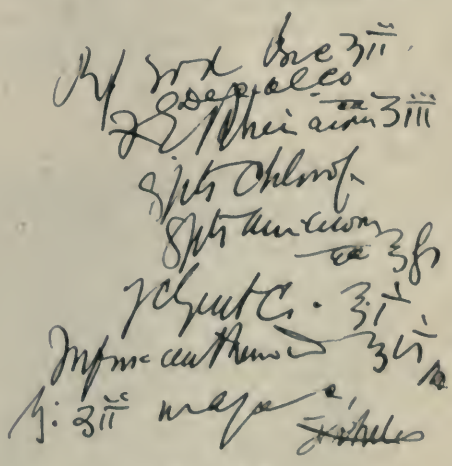
At first appearance prescription No. 16 may possibly appear a little difficult to read, but with study it is very easily made out. It is true that many of the words are not complete, but still sufficient of each word is written so that the remainder of the word may be positively decided upon. The first ingredient is quinine sulphate, one-half drachm. The sec-



Prescription No. 16

ond is elixir of lactopeptine. The third is tincture of aconite, B. P., one-half drachm. This tincture, 5 per cent in strength, is made from the root by percolation with 70-per-cent alcohol. The fourth ingredient is "glycerin." Here all the letters are not present, but you can trace several of them quite positively, and then it is not difficult to imagine what the others must be. The last word is quite a scribble, but we expect to see "Aquæ" here, and we can trace enough of the letters to make out this word. The little word *"ad."* is not very plain, and although it is so imperfect we can still see what it is meant for. It is just a curve to form the "a," and then the stroke to make the "d" is rushed on over to make the "ʒ" sign. The dose is half an ounce, or one tablespoonful. The word after the dose mark is meant for "every," although it is imperfectly written. The figure following is "four;" the next word is "hours;" then comes "in;" and finally the chemical symbol (HO) is used to designate water, instead of either the Latin word *"aqua"* or the English word "water." The directions to the patient are: "One tablespoonful every four hours in water."

The first abbreviation in prescription No. 17 is "Sod. Bic." for bicarbonate of sodium. "Dec. al. co.," for compound decoction of aloes, seems to have been an afterthought of the physician, for it is crowded in between the first and second lines of the prescription. The first letter in the second line proper is a capital "F." to represent the word "Fluid;"



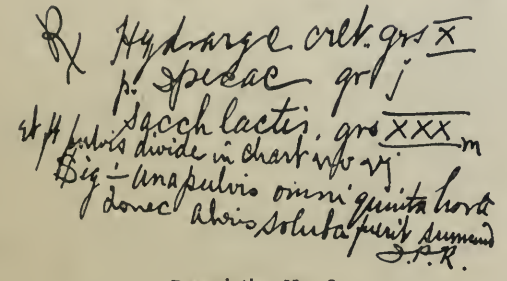
Prescription No. 17.

and the next is of course "E." for "Extract." Fluid extract of rhubarb, aromatic, is indicated. The two "a's" with the stroke over the top of them is, as everybody knows, a contraction for "ana," meaning "equal quantities of each." But notice the position of "aa" above "arom.," which is not the usual place for it. It is not at all likely that it would be here only for the interpolation of "Dec. al. co.," which, along with the "aa," was writen in a lighter colored ink on the original prescription. The next two ingredients are spirits of chloroform and aromatic spirits of ammonia. Here again we have the "aa" sign, and the quantity is half an ounce. The next ingredient is tincture of gentian compound, and the last one is "infusion anthem," for " infusion anthemidis," or chamomile flowers.

The sign after this is no doubt intended for "ad," but it has been made very hurriedly and it is difficult

to trace the two letters. The quantity of the mixture is to be made up to six ounces. The abbreviation "Sig.,' but for its position, might be taken for the drachm sign. The dose is two drachms, or two teaspoonfuls, taken "in aq."—in water. The final characters, "a. c.," standing for *"ante cibos,"* mean "before meals." So the directions are, "Two teaspoonfuls in water before meals."

The first preparation in prescription No. 18, mercury with chalk, is an old one and is not used so frequently by physicians now as it was in former years. The small "p" in the second line of course stands for

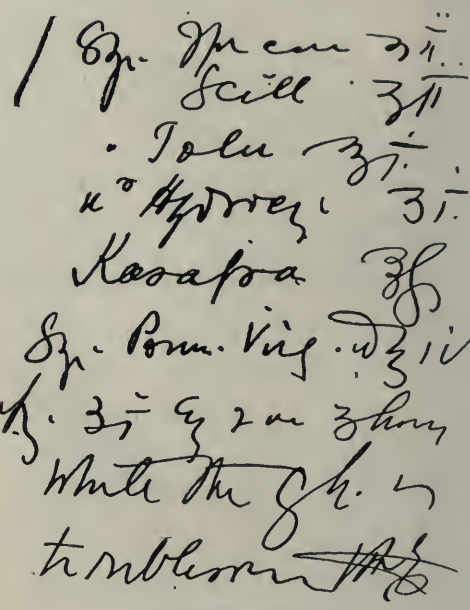


Prescription No. 18.

"pulvis;" and we have no difficulty in knowing what the second and third ingredients are. The small "m" at the lower right-hand corner of the "XXX" is intended as an abbreviation for *"Misce;"* it is followed on the next line by the conjunction *"et,"* which is the Latin for "and." Then we have the abbreviation "ft." for *"fiat"*—"let it be made." In this case it is a powder that is to be made, as we learn by the word *"pulvis;"* and this word, when combined with *"fiat,"* reads, "let a powder be made," or, more freely, "make a powder." "Divide," the next word, is plain English. "In chart No. VI," meaning "in six papers or powders," completes the sentence. "Charta" is of course the Latin for paper, but as powders are folded in paper the word is most frequently translated "powder."

In the directions to the patient *"una"* means *"one,"* and *"pulvis,"* as translated before, is for "powder." *"Omni quinta hora"* means "in or during every fifth hour." *"Donec"* is translated "until" or "as long as." *"Alvus soluta fuerit,"* when rendered into English, should read: "the belly or bowels shall have been loosened," or, including the word *"donec,"* "until the bowels shall have been opened." *"Sumend.,"* for *"sumenda,"* agrees with the word *"pulvis,"* with which *"una"* also agrees in gender, number, and case. Recapitulating, the translation is "one powder to be taken." How *often* it is to be taken is answered by *"omni quinta hora"*—"every fifth hour." How *long* it is to be taken is answered by *"donec alvus soluta fuerit"*—"until the bowels shall have been opened." Thus the translation of the directions to the patient will read as follows: "One powder to be taken every fifth hour until the bowels shall have been opened," or "shall have moved."

The first letter in prescription No. 19 is a capital "S," although it looks very much like the figure "8." The second letter is "y" and the next is "r,"



Prescription No. 19.

the three forming the contraction "Syr." for "Syrupi" or "of Syrup." Syrup of ipecac is of course the substance indicated. The second syrup ordered is "scillæ." You see the capital "S" is made exactly the same as it is in the first abbreviation "Syr." The third syrup is "Tolu." The fourth ingredient is more difficult to make out. The first abbreviation looks like "ac" or "a d;" but whichever it is the word "acid" is evidently indicated. The capital "H" is plain enough. Compare the next letter with the "y" in the first word "Syr," and you will decide that it is meant to be the letter "y." The next letter is "d," although the upper stroke does not go much above the height of the small letters. The next letter is plainly an "r," but the "o" which follows is not nearly so clear. The next letter again is a "c." Again compare the next letter with the second letter of the same word, and with the "y" in "Syr.," and you will not hesitate to pronounce this letter to be intended for a "y" also. There is another small stroke after this, but no resemblance can be traced to any letter. It matters little, though, for enough letters have been traced out to decide that the line is meant

for "Acid Hydrocy." The physician does not state which strength of acid he wishes to be used. Reference might be made to the physician to ascertain what he desired. Failing this information, it might be safer to dispense the weaker acid, even if the dose of the stronger acid might be considered safe.

The fifth ingredient is "Kasagra." In the next line you will see the word "Syr." as in the first line, and made in exactly the same way. "Pruni Virg.," "ad.," and "℥iv" are all made out without the slightest difficulty. The dose is one teaspoonful. The wriggling, downward stroke just after "℥i" in the directions is of course meant for "every." The contraction "8h" in the second line of the directions looks like the letters "c" and "g" and "h," and is clearly meant for "cough," the "ou" being left out. The "c" and "g" in this contraction very much resemble the capital "S" in the word "Syr." The last word is "troublesome." Thus the directions are: "One teaspoonful every two or three hours while the cough is troublesome."

[NOTE BY THE EDITORS.—In closing this series of articles on prescriptions Mr. Pepper requests us to say that he should like to have readers of the BULLETIN send him such difficult prescriptions as they may have and would not mind giving him for examination and other purposes. His address is Woodstock, Ontario.]

A TOOTH-PASTE TRIM.

This rather striking display of tooth-paste is sent in to the BULLETIN by Byard & Voit, of 15 Main Street, Warren, Ohio. The words *"The Best Tooth Paste,"* seen in the rear of the window, were constructed of cartons of the paste, and were fastened to black velvet stretched over a frame. Then, so far as the display proper was concerned, separate cartons of the paste were placed on little squares of white paper. The alternate squares were composed of similar pieces of purple paper; on each of these was placed a small sample of the product. The contrast in color between the purple and the white of the background, and the purple and white squares also of the window floor, was very striking and could be seen at a considerable distance. This effect, however, is of course wholly lost in the engraving, although it formed one of the chief features of the display. In one corner of the window at the rear a box was placed which covered about one-third of the window floor, and which was eight inches in height. This was covered again with the purple and white squares, and on them were the cartons and the sample tubes. The sign seen at the right of the window bore these words: *"Makes Your Teeth Look Like New Money."* Finally, the purple and white strips of paper, puffed along the sash on the inside of the window, was a feature which made a still further contrast in color between the purple and the white.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 189 of the May* BULLETIN.)

DISPENSING WHYS.

Why should sodium phosphate not be given with alkaloidal or neutral metallic salts? The official phosphate is a little alkaline and liberates the alkaloid or forms an insoluble compound with the metal.

Why does an alkali citrate increase the solubility of benzoic and salicylic acids? A partial decomposition probably results and some alkali benzoate and salicylate are formed; and these, as well as the citric acid liberated, are soluble in water.

Why does an alkali citrate often increase the solubility of a metallic salt? Alkali citrates often form double compounds with metallic salts, and such compounds are soluble.

Why is mucilage of acacia of but little service as a suspending agent when alcohol is present in large proportions? Acacia is insoluble in alcohol; it is thrown out of solution by it, and the emulsion is broken up.

Why should care be used in prescribing antipyrin in combination with other compounds? Antipyrin resembles alkaloids in its precipitations, being thrown down by about the same substances that precipitate alkaloids.

Why does a mixture of fluid extract of gelsemium, chloral hydrate, antipyrin, and water separate into two layers? Antipyrin and chloral hydrate form one or more chloral antipyrins which are liquid at first but may become solid. One of these compounds is hypnal. Antipyrin liquefies, indeed, with quite a large number of compounds.

Why should gold and sodium chloride not be put into the same prescription with potassium iodide? Decomposition takes place, with the formation of different compounds, depending on the excess of the one or the other salt. Potassium iodide is usually in excess and auric iodide is formed, changing to aurous iodide.

Why should ichthyol not be given with anything that is acid? Acids combine with ammonia in ichthyol and precipitate ichthyosulphonic acid as a dark, resinous, adhesive mass.

Why should iodoform suppositories not be made with heat? The overheating of iodoform in cacao butter causes it to form masses.

Why should gelatin not be used as a base for ichthyol suppositories? Ichthyol makes gelatin insoluble.

Why is more carbon dioxide given off when a carbonate is mixed with a solution of a salt of tin, antimony, ferric iron and aluminum than when mixed with salts of other metals (not considering the presence of a free acid)? The carbonate forms hydrates or oxides with these metallic salts, practically all of the carbon dioxide being eliminated. With the other metallic salts it forms a normal or basic carbonate.

Why is honey a good addition to mixtures calling for tincture of myrrh and water? Water usually precipitates resin of myrrh in a form that soon sticks together and adheres to the sides of the bottle. Honey does not prevent precipitation, but holds the resin in a flocculent condition so that it is easily suspended.

Why is a mixture of lead water and laudanum a poor combination pharmaceutically? Lead subacetate combines with sulphuric acid, meconic acid, and the alkaloids in opium, forming insoluble compounds with all of them.

Why does effervescence take place when ammonium carbonate is added to syrup of ipecac or syrup of squill? Both of these syrups contain free acetic acid, which reacts with the carbonate.

Why does the variation in the order of mixing potassium chlorate, hydrochloric acid, and water cause a variation in color? Adding hydrochloric acid to the chlorate and then adding water gives a yellow-green solution, due to the chlorine formed. Adding water to the chlorate or to hydrochloric acid, and then adding the remaining ingredient, gives a colorless solution. There is not nearly as much chlorine formed by this as by the first method.

Why should glycerin be added to a mixture of carbolic acid and water when the proportion of acid to water is much greater than 1 to 15? Carbolic acid separates from the mixture when the proportion is much above this, and the glycerin prevents separation.

MISCELLANEOUS WHYS IN CHEMISTRY.

Why, in estimating a chloride as an impurity in potassium bromide, does the U. S. P. direct that it should not require more than 42.85 Cc. of N/10 silver-nitrate solution to produce a red color? A red color is produced only after all of the bromide and chloride are precipitated. Potassium chloride takes more silver nitrate for precipitation than the same weight of potassium bromide, consequently the Pharmacopœia limits the amount of silver.

Why is potassium chlorate heated with iron and zinc in testing it for a nitrate as an impurity? These metals reduce both the chlorate and the nitrate. Ammonia is formed from the nitrate.

Why does the getting of a precipitate by adding acetic acid to potassium citrate indicate the presence of a tartrate? If the tartrate is present it is there in the form of a normal salt and is soluble. Acetic acid converts it into the bitartrate, which is sparingly soluble.

Why, in estimating potassium cyanide, does the amount of silver-nitrate solution taken to produce a permanent precipitate represent only one-half of the silver solution necessary to make pure silver cyanide? One molecule of potassium cyanide combines with one of silver cyanide to form the insoluble silver cyanide. This then combines with another molecule of potassium cyanide to form a soluble double compound. It is only after all of the potassium cyanide is taken up in this double compound that the addition of silver nitrate causes a permanent precipitate.

Why is potassium and sodium tartrate called Rochelle salt? It was first prepared at Rochelle, France.

Why does the addition of acetic acid to Rochelle salt produce a precipitate? The acid combines with the sodium and liberates the potassium acid-tartrate, which is not very soluble.

Why should a solution of potassium hypophosphite be evaporated at a temperature below its boiling point? Even at the boiling point of the solution there is danger of decomposition and also danger of explosion.

Why is the U. S. P. method of estimating potassium hypophosphite not always accurate? The salt sometimes contains a phosphite which has a different reducing effect on the permanganate.

Why is potassium iodide sometimes whiter and more opaque than it is at others? Potassium carbonate tends to make it whiter.

Why is potassium carbonate often an impurity in potassium iodide? It tends to prevent the liberation of iodine.

Why is the little amount of potassium carbonate that is left in objectionable? It makes the iodide more hygroscopic and also alkaline, so that a solution of it may cause precipitation with metallic and alkaloidal salts when a pure iodide would not.

Why does dilute sulphuric acid liberate iodine from potassium iodide if it is contaminated with iodate? Sulphuric acid liberates hydriodic and iodic acids, and these react on each other, liberating iodine.

Why does the U. S. P. direct that not more than 30.25 Cc. of decinormal silver nitrate solution be used for 0.5 Gm. of potassium iodide, in testing this salt? More would indicate contamination with a bromide or chloride.

Why is asbestos used in filtering a solution of potassium permanganate? Asbestos is not acted on like filter paper, cotton, or an organic medium.

Why does sodium hydroxide produce heat when dissolved in water? A large number of hydrates are formed and the chemical reactions cause the heat.

Why does sodium hydroxide sometimes appear efflorescent? Caustic soda is deliquescent and also absorbs carbon dioxide from the air. When it has absorbed considerable carbon dioxide the carbonate formed becomes efflorescent.

Why, in estimating sodium carbonate, is it rendered anhydrous just before being weighed? In the crystalline condition it is not constant; the amount of water of crystallization varies. The anhydrous salt is more constant.

Why is commercial sodium chloride hygroscopic? It often contains a little magnesium chloride or calcium chloride, either of which is deliquescent.

Why is nitric acid used in testing sodium hypophosphite for a chloride as an impurity? To prevent the reduction of silver nitrate by the hypophosphite.

Why does sodium iodide produce heat when dissolved in water, while the corresponding potassium iodide does not? Official sodium iodide is anhydrous and takes up two molecules of water of crystallization.

Why is the common method of detecting a nitrate

by means of ferrous sulphate and sulphuric acid not used in testing sodium iodide for a nitrate? Strong sulphuric acid liberates iodine from an iodide and this would interfere with the test.

Why is sodium salicylate usually slightly acid? A little free acid is left in it because it does not turn red as quickly when the salt is a little acid as when it is neutral or alkaline.

Why is cotton or glass wool better than filtering paper for filtering a solution of a salicylate? Filter paper often contains a little iron which gives a pink or red color with a salicylate.

Why is heat used in making sodium sulphocarbolate? Heat forms the para-salt, which is official. In the cold the ortho-salt is formed.

Why is the receiving chamber not allowed to get hotter than about 110° C. in making sublimed sulphur? At about 115° C. sulphur melts and would then run together and form brimstone.

Why should sulphur be protected from moisture? Moisture aids oxidation.

Why should sulphuric acid not be substituted for hydrochloric acid in making precipitated sulphur? Sulphuric acid forms the nearly insoluble calcium sulphate, which could not be removed.

Why is the reaction more rapid after some ferrous iodide has been formed in making syrup of iodide of iron? Chemical reaction generates heat and heat aids reaction. Also the ferrous iodide dissolves iodine and gets it into form so that it will react more readily with iron.

Why should bottles containing syrup of iodide of iron be kept full? To avoid contact with air, which oxidizes it.

(To be continued.)

A HEGEMAN WINDOW.

The editors of the BULLETIN were able last month to show a view of the elaborate new pharmacy used by the Hegeman Corporation of Greater New York as its central store. The accompanying illustration depicts the display which appeared in one of the windows of this pharmacy during the opening week. It was devoted exclusively to bathing accessories. A glance will show that the exhibit was made up of sponges, towels, brushes of all kinds, talcum powder, various toilet preparations, and bathing appliances and articles of every character. There is such a bewildering variety of goods shown that the details of the engraving are not sufficiently distinct to do the display entire justice. Suffice it to say, however, that the window attracted so much attention that the street was nearly blockaded at times. The parasol held by the female figure in the window was made of chamois, as were also a portion of the garments worn by both figures. The heads of the figures were, of course, constructed of sponges.

SELECTIONS.

THE MANUFACTURER AND THE CHEMIST.

As the various manufacturing plants are beginning to offer such a broad field of employment to our young chemists, and as the latter seem to be turning more and more to this practical field for life employment, we presume that a presentation of the situation from the employer's view-point may be of interest.

It is a matter of common knowledge to all employers, and teachers as well, that great numbers of young men are turned out yearly who know chemistry as a part of a general educational scheme, but who are sadly deficient even in elementary work involving qualitative and quantitative chemistry. There are also many who really have an aptitude for such work, who under good teachers have gained a very fair "grounding" in elementary chemistry, but who from not realizing the magnitude of their profession have done themselves the irreparable injury of quitting their instructors before they have acquired the power of independent mental growth or self-development. The factories absorb an immense number of such young men, and they fill an important rôle in commercial work, making the tests required to "check" manufacturing operations. They discharge their duties well, because through the performance of the same task numberless times they get expert in doing that one thing. But so does the horse in the old-fashioned bark-mill, who plods his endless circle without even a halter to guide him!

There is still another phase of chemical education which is worthy the serious consideration of both the young men and their teachers. Many graduates leave college with a good training in theoretical chemistry, this being attested in many cases by a doctor's degree; and yet on entering a manufacturing establishment they are utterly helpless. They are like the mechanic with a beautiful equipment of tools who knows nothing of the peculiarities of the materials he must work upon!

Every young man desires to start his professional life under the best auspices. If he proposes to teach we do not feel able to advise him; if he is looking to factory service we would say: first of all get the best possible preparation in general chemistry. This is so obvious that it does not admit of discussion. When the advanced work is reached let it be arranged so as to have as much bearing as possible on the proposed commercial work. Instead of learning to think on abstract things, work on concrete problems involving the operations which will be applied later in the factory, and learn the peculiarities of substances germane to the chosen field. The domain of chemistry is too broad for the comprehension of any one man, and he who expects to accomplish any-

A PRESCRIPTION ROOM.—This shows the prescription room of the well known Brooklyn pharmacist, Emile Brunor, Phar.D., of 2543 Eighth Avenue. The photograph is not a particularly good one, but Mr Brunor may nevertheless be seen in the left corner of the room, performing some pharmaceutical operation. The well-equipped laboratory of Mr. Brunor's pharmacy was shown in the March BULLETIN.

thing worthy of note must needs select some special branch and devote all his study to that. The man who dedicates his life to metallurgy has little use for dyes and mordants; the tanning chemist is interested in dyes, albuminoid chemistry, and cognate branches, but need not know how to calculate a "furnace burden"; the chemist in the pharmaceutical factory needs special familiarity with the chemistry of plant products, albuminoids, and many similar branches.

Happy is the man who can add to this a course in technology which acquaints him with the construction and methods of operating those curious looking machines which he finds staring him in the face when the factory doors open to him. Such an approach to practical processes in the finishing courses of a chemical education need not necessarily warp one's instincts to such a degree that he will cease to rejoice in work for the work's sake: the interest may even be greater than in abstract operations which lead to less tangible results.

"But," says our tyro, "I haven't decided what branch I prefer." We can only reply: Choose, and choose quickly, or make way for the man who knows what he wants. Here is the difference between the "routine" and the "research" chemist. The question which confronts you is: Will you be the horse in the bark-mill, or the man whose salary jumps every time the yearly balance is struck?—Condensed for the BULLETIN from an article by JOHN M. FRANCIS in the *University of Toronto Monthly.*

AN ADDRESS TO THE CLERKS.

[NOTE BY THE EDITORS.—At a recent meeting of the Drug Clerks' Association of Illinois addresses were made by several men prominent in Chicago pharmacy. One of the speakers was Mr. William Bodemann, president of the Illinois Board of Pharmacy; and portions of his address are reproduced in the following paragraphs.]

First of all a word on the aims of your organization. Do not attempt to obtain by legislation what can just as well be brought about without law, and advocate no measure as clerks which you are not willing to bear as proprietors. Your first, if not only aim, should be organization for the sake of organization. The individual is powerless, the organization is not. No matter what your objects are or may be, you can do nothing unless you have a strong, well-officered association. Your officers must often act on the spur of the moment, must represent the entire body of clerks, and should be men of judgment

AN IDAHO PHARMACY.—This illustration shows the "City Drug Store" of R. F. Payne, of Idaho Falls, Idaho, and is made from a photograph kindly sent in to the BULLETIN by Mr. Payne's right-hand man—H. G. Steva. Mr. Payne has been in this pharmacy only a few years, but already has made it one of the leading stores in the section. He has given his particular attention to prescription work, and has succeeded in building up a surprisingly large prescription trade and in earning the title of "Prescription Druggist." Idaho, as our readers doubtless know, is supplied, not with a single State board of pharmacy, but with county boards; and Mr. Payne is president of the Board of Bingham County.

and able to conduct affairs. Let all your efforts go towards making your organization strong and firm, and do not lose vitality by trying to accomplish too much. Remember that much has already been achieved without your efforts.

I am frank in my statement when I assert that without any particular effort on behalf of the clerks their salaries to-day are better, their conditions of work are better, their sleeping quarters are better, than they were when I was a clerk in 1867. My salary was $50, my sleeping place a wardrobe in a dingy back room, and days off were an unknown quantity. The change for the better has come because the world's progress is in that direction. I am a firm believer in evolution, and I think the best proof of Darwin's theory of our descent from the monkey is in the fact that there are a few of that species left in the human family. They are of course getting scarcer as time rolls on; but the fact that not all members of the human family have quite succeeded in shaking off the characteristics of their early progenitors ought to convince you how foolish it would be to insist on a scale of wages alike for every individual clerk. I am decidedly of the opinion that all men are not alike in worth and character, the Declaration of Independence to the contrary notwithstanding. Like the traditional gentlemen from Ireland, I hold that every man is as good as the next man, only a blamed sight better, and some aren't worth a darn at any price!

Some of you think that you should be represented on the Board of Pharmacy. *You are.* Two members of the board have the honor to be clerks, and to assure you how little the board, as such, cared, the rest of us on the board did not know this until a delegation of your body called on us at our last January meeting. I do not wish to be understood as opposing your effort to make representation on the board a part of the law, but I would ask you to weigh the arguments pro and con carefully before you proceed. Without your effort you have now two out of the five members. If this was in the law, would you have these men barred from becoming proprietors? What can you expect of a clerk-member that any other member could not or would not do? All members must observe the letter and spirit of the law and do what is in their power to permit the competent to practice pharmacy, and to make it impossible for the incompetent to do so. The law recognizes no difference between the registered clerk and the registered proprietor. It deals only with registered pharmacists, regardless of the condition of previous servitude or station in life.

Coming back to your organization, take my advice and let your main efforts be directed towards a close, firm association; cut out all issues that

THE ILL-FATED MAINE.—This interesting picture is kindly sent in to the BULLETIN by Col. R. W. Pitch the well known manager of the New York branch of Parke, Davis & Co. It was secured by the Colonel recently while on a Cuban trip. All that is now seen above water of the unfortunate *Maine* is shown; and it would seem from the picture that the spot is one which is quite largely visited by tourists.

hinder that work. Better wages will come if commercial evolution will trend that way; a campaign of education will secure better sleeping quarters; and if you come together with the representatives of the so-called proprietors' organization, you will find that they would not object to shortening the hours, if it can be brought about by educating the public; but do not be surprised if in the end this will lose some of your members a job. In many stores the proprietor could get along with one or two clerks less if the long hours did not double the shift—a necessity to permit evenings and afternoons off. Trust to Providence and evolution, and what you are fighting for is bound to come in time. Do not spoil your prospects by unreasonable strenousness; close up your ranks, get your members in line; you have as much right, as much duty, to organize as anybody. You should do so. That is my platform. It always has been, and always will be, no matter where I may be, officially connected with any association, college, or board, or as a private in the ranks. I have the right to speak my convictions. I never lacked the courage to do so, and as long as I am able to speak and write, organization shall always be the watchword for my earnest and honest labors.

ANCIENT PHARMACY.—This is a reproduction of a steel engraving contained in the very neat and elegant commencement invitation sent out this year by the Pittsburg College of Pharmacy.

WHAT IS "THE GRIP"?

"The grip," or epidemic influenza, which formerly was wont to appear only at intervals, seems now inclined to stay with us almost continually. In an article entitled "Influenza and its Bacillus," contributed to *La Science Illustrée,* and translated by the *Literary Digest,* Dr. L. Marevéry gives some interesting information regarding this vexatious and dangerous disease. We know now that it did not originate in 1889, but since that date it has made and remade periodically the circuit of the earth, like a disastrous wave. He writes:

"In the last century, in the year 1776, it claimed so many victims in Paris alone that a physician offered a prize of £400 to the person who could show that he had been exempt from it. I ought to add that a single person presented himself, a song-writer named Nougaret, who even composed a comic opera in one act, entitled 'La Grippe.' In 1803 the scourge again appeared, and its ravages were still more terrible, many well known persons losing their lives. . . . . Then the malady disappeared for some years and reappeared at irregular intervals. . . . Since 1890 it has raged almost yearly, and often with violent and dangerous recrudescences.

"Whence comes this influenza and what is its cause? According to the definition of Dr. Calmette, influenza or grip is a specific affection due to a microbe located in the air-passages and secreting there a toxin that diffuses itself through the whole organism and increases the virulence of the various germs that may be already in existence there.

"This grip microbe is a coccobacillus described for the first time by Robert Pfeiffer, of Berlin, in 1892. It has been thoroughly studied since that time . . . and is now kept for investigation in our laboratories, like its congeners of tuberculosis, typhus, rabies, or yellow fever.

"It grows preferably in the tissues of the lungs and bronchial tubes. . . . When expelled from the body in saliva or otherwise, it remains in an inactive state until it can penetrate anew into a human organism. When dried, it dies in forty-eight hours, but it may live for weeks, or even years, in persons afflicted with diphtheria, bronchitis, or chronic inflammation of the lungs.

"Before Dr. Pfeiffer's discovery—that is to say, before 1892—it was believed that this influenza microbe was carried about by wind and cloud, and especially where the air was saturated with moisture. Now we know that inoculation takes place only by immediate contact, and that the microbes are introduced into the organism either by the hands, which carry them to mouth or nose, or in breathing. We must repeat here again . . . that many persons contribute to the propagation of this bacillus by the deplorable and improper habit of spitting on sidewalks, in omnibuses, carriages and cars, and in public offices.

"Once in the mouth, on the tongue or on the tonsils, the microbe is continually drawn further in, by movements of deglutition or respiration, until it reaches the respiratory or digestive passages. Once there it multiplies by growth and division, in less than twenty minutes; each new germ repeats the same operation, until we may find in twenty-four hours, in the infected body, 16,500,000 germs from a single bacillus, and in forty-eight hours the number may reach 281,500,000,000 of individuals!

"But it must also be said that the toxin excreted by the bacillus is as fatal to it as to man, so that this increase by hundreds of millions comes to a stop. Nevertheless, when it has once gained an entrance into our organs, this bacillus of Pfeiffer always reproduces there rapidly and in huge numbers.

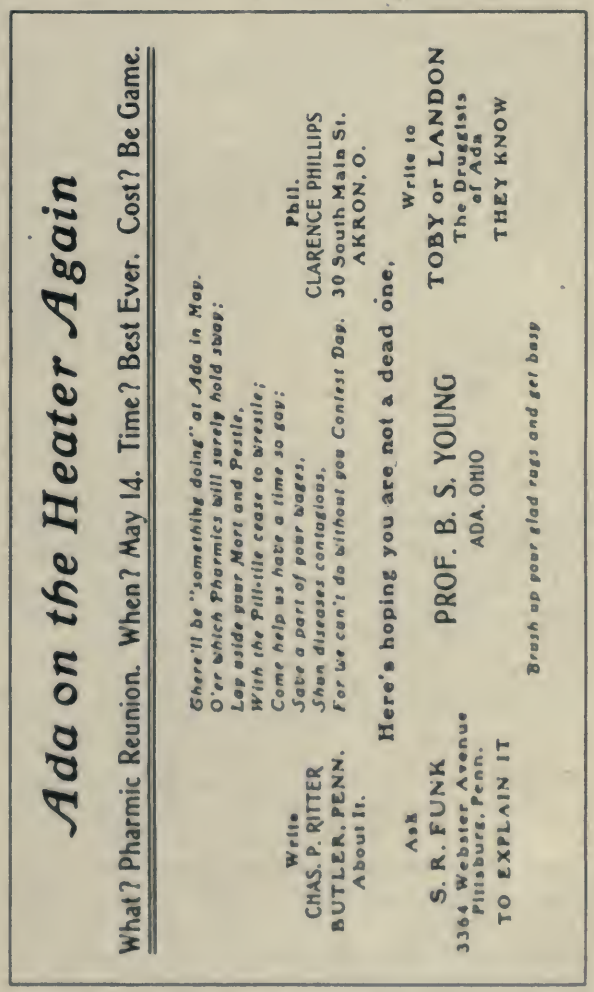
"We may confess, in closing, that although, through the work of physiologists and bacteriologists, we know the influenza bacillus, we are not very sure of the conditions of its life. Many things are not yet cleared up, such as the marked differences in the intensity of the disease, in its duration, in the nature of the lesions found in many organs, and in the whole evolution of the malady.

"Probably future investigation will fill these gaps and will put at our disposal, if not curative methods to fight the influenza, at least rational and certain prophylactic means to limit its epidemic development: for we should not forget that, up to the present time, in all places where the disease has appeared and has lasted a certain length of time, the mortality has always doubled, trebled, or even quadrupled.

"This fact alone remains clearly and sadly demonstrative, and amply proves the importance and gravity of epidemics of grip, as well as the usefulness, from the point of view of public medicine, of investigations regarding possible means of staying these epidemics, which attack families or whole towns, arrest or delay important services, and injure all kinds of public interests in the countries that they devastate."

TO CLEAN CHAMOIS.

The following plan is recommended by the *Western Druggist:* In a suitable vessel place a weak solution of sodium hydrate and add to this some rasped soap, or soap solution. Throw the chamois into this, let it soak for two or three hours, and then rub it clean. Rinse it in clean tepid suds, wring it out, wrap it in a cloth and dry it quickly. When dry, rub it together or brush it with a stiff brush to restore its softness. A chamois skin thus treated will for all practical purposes be as good as new.



"ADA ON THE HEATER AGAIN"—This shows a unique postal card which the students of the college of pharmacy at Ada, Ohio (Department of Pharmacy of the Ohio Normal University), sent out in May. The pharmics at Ada are evidently far from being "dead ones!"

LETTERS.

THE WAY HE DOES NEWSPAPER ADVERTISING.

To the Editors:

Your desire for short articles on advertising prompts me to submit the following, which I have found quite successful: First, get as good a rate as possible in local newspapers on short spaces (one, two or three lines), and write plenty of short ads to fill them. Have them well scattered throughout the paper, and make them all read "spicily" and to the point. The article or articles that should be advertised are those that are being shown in the window during the running of the ads. In other words, advertise the things displayed while the display is *in*, not a day before nor a day after. The effect of the advertising, while very satisfactory, can be materially strengthened by cutting the advertisements from the paper and pasting them in the window. This means and tells the passer-by that "This is the place" and "These are the things." I have lately noticed a prompt and apparently permanently increased business on rubber goods (syringes, hot-water bottles, ice-bags, and the like) in my store; and this increased trade started with the window displays and the short, catchy newspaper advertising. I have found equally good results from the same methods in photographic goods, paints, toilet cream, etc. I enclose some of my clippings. H. W. SERVANT.

Sedalia, Mo.

[NOTE BY THE EDITORS.—Some of the short "readers" which Mr. Servant thoughtfully sent along with his welcome letter are herewith reprinted:

World's Antiseptic Salve is the thing of all things to brighten dull complexions—50c. Arlington Pharmacy.

A fair face for 50c, viz: A box of World's Antiseptic Salve. Arlington Pharmacy.

World's Antiseptic Salve makes faces fair. Arlington Pharmacy.

The World's Antiseptic Salve softens and whitens the skin. It cures fever blisters. Arlington Pharmacy.

World's Antiseptic Salve removes blackheads and whitens the skin. Arlington Pharmacy.

Use World's Antiseptic Salve to free your face from blotches. Arlington Pharmacy.

For a fair face use World's Antiseptic Salve. Arlington Pharmacy.

World's Antiseptic Salve changes the complexion from rough and brown to smooth and fair. Arlington Pharmacy.

If your complexion can stand a little more beautifying use World's Antiseptic Salve. Arlington Pharmacy.]

AN EMULSION OF CASTOR OIL.

To the Editors:

I have noted with interest the process for administering castor oil contributed by William T. Snyder to page 208 of the May BULLETIN. My objection to the process is that there is more *whiskey* than *oil*. Here is an "emulsion of castor oil" which I use:

Castor oil	500 Cc.
Mucilage of acacia	125 Cc.
Spirit of gaultheria	10 Cc.
Sugar	1 Gm.
Sodium bicarbonate	1 Gm.

This formula I have put up for some time, and I have frequent calls for it, especially for children.

I lay down the May issue of the BULLETIN in order to write this letter. The issue is certainly first-rate—full of the practical every-day lifework of the druggist.

A. J. GARDNER.

Grand Rapids, Ohio.

* * *

[NOTE BY THE EDITORS.—Since the foregoing letter has been put in type, the following communication has been received on the same subject:]

To the Editors:

Mr. Snyder, in last month's issue, gives a method for administering castor oil on which I should like to comment. He administers two ounces of whiskey and three-quarters of an ounce of sherry at a dose. I think few women could stand such a dose of spirits, though it would make a good Sunday drink for men. Moreover, if he charges ten cents for the mixture his profits must be small—that is, if he uses a good grade of whiskey and sherry.

The formula we use for an adult would, I think, answer just as well, and it costs but three cents. Here it is: Put one and one-half ounces of peppermint water in a glass; add one and one-half ounces of castor oil; on top of the oil pour two drachms of compound tincture of cardamom. Give this mixture two quick stirs, and then let the customer drink it rapidly, giving him also two or three mint lozenges on the side.

Of course this may possibly grease the glass, but what do we pay the boy for?

PAUL L. MCCONOMY.

2000 Callowhill Street, Philadelphia.

A METHOD FOR THE ESTIMATION OF GLYCERIN IN FLUID EXTRACTS.

To the Editors:

The usual methods of estimating glycerin in wines, etc., are scarcely applicable to fluid extracts, and it is sometimes the case that a process requiring less manipulation would be of decided value. Especially in the case of fluid extracts is the following method available; and it is capable of being made accurate within one per cent. The amount of fluid taken for the estimation depends on the probable quantity of glycerin present. If there is present over 40 per cent, two grammes is amply sufficient and one gramme is even preferable. If, however, the glycerin content is probably small, four or five grammes should be used. The method follows:

Weigh out accurately the quantity desired and dilute with from 50 Cc. to 75 Cc. of alcohol. Make a percolator out of a test-tube and pack firmly in it granular bone charcoal to a depth of three inches. Through this percolate slowly the alcoholic solution just made. Collect the percolate in an accurately tared evaporating dish. Wash the charcoal with a quantity of alcohol equal to the amount used for diluting the fluid extracts, evaporate to dryness on a water-bath, and weigh.

Only a trace of color and extractive matter appears in the glycerin thus obtained, and this may be removed by returning the first part of the percolate for a second passage over the charcoal. The process removes some sugar also if present as syrup, but this may subsequently be determined in the weighed residue, in the usual manner, by inversion and estimation with Fehling's solution. The weight of sugar so found is to be deducted from the total weight of the residue.

F. O. TAYLOR.

Laboratory of Parke, Davis & Co.

A "FLY" WINDOW.

To the Editors:

Let me describe a window display of poison fly-paper which we used with considerable success last summer. The floor was first covered with common manila wrapping paper. Toward the background, in the middle of the window, we put a covered cigar-box, on which was placed a saucer containing the paper covered with water. In front of the box, on the floor of the window, we put a large number of dead flies that we had been accumulating for the purpose for some time; and a card announced that *"These flies were killed with Geisert's poison fly-paper."* In the midst of these dead flies were placed two additional saucers of the paper, one on each side. Then, in the background, the poison paper was piled up in a manner which made it appear to advantage, and above it was a card containing this legend: *"Fly Paper—two sheets for five cents."*

We buy the fly-paper in sheets, with the directions for using printed thereon. At the top of the sheet is an unoccupied space, and here we have "Geisert's" printed, making Geisert's poison fly-paper out of it. We buy these goods from a drug house and so the grocery men do not have it. The display was an odd one, and you may depend upon it that it sold lots of paper.

JONAH F. RUPERT.

Hooper, Neb.

THREE PRACTICAL POINTERS.

To the Editors:

I see in the April BULLETIN a comment on the preparation of tincture of arnica flowers and vanilla. Let me explain our processes for these substances.

In making vanilla we follow the pharmacopœial directions, with the exception of the addition of half an ounce of fresh tonka beans to each 1000 Cc. of product. This makes a more odorous product with a stronger flavor, something to be desired in our country. We also vary from the directions of percolation. We repercolate and still set the drug away covered with menstruum. This menstruum is used for repercolation at the next operation. Thus the drug is exhausted completely.

We always keep a small stock of the beans on hand within easy reach from back of the counter. When customers ask for vanilla extract we make it a point to show them the beans and impress upon their minds the fact that we prepare our own extract. As few people have even seen a vanilla bean, or know from what the extract is made, showing them the drug is generally much appreciated. Besides, most people, especially in the country, have great confidence in the druggist and consequently in his products, and think "home-made things" are the best anyhow.

This preparation costs us one dollar a pint besides our work, and we consider it the equal of two-dollar ready-made extracts. We make it a leader and retail it at 10 cents per ounce. We have built up a fine trade. We also make our own lemon extract.

In the preparation of tincture of arnica we use the same process, but we use the whole flowers, rubbing them through a No. 20 sieve. This powders them

sufficiently. We also macerate them longer than directed by the Pharmacopœia. The product we can sell at 5 cents an ounce with a neat profit. We formerly used the fluid extract, which cost us 90 cents per pound, but it seems extravagant to first concentrate a liquid and then dilute it. The extra cost is evident. We hold that what the druggist can do he ought not to allow the manufacturer to do, unless under special circumstances. If the profession degenerates into merely bottling purchased products, we are only on the same plane with the grocer.

JONAH F. RUPERT.

Hooper, Neb.

A CHANCE TO EARN TEN DOLLARS.

To the Editors:

I have $10 which I will give you or any of your readers if you will tell me what this man wants to say. I received the postal some time ago. Here it is:

Phila Pa. 18th April 03
Dear Sir
I want tell you that I received your
menthol balm (two 50¢ jars) but I
was not home when the express-man
brought it and he asked $3,40
(charges advanced) and 60¢ for freight.
My wife paid that money and
asked him a receive that I
still keep. On the next day
I did claim, and there told me that
when the right will be out them=
selves will send me home the
money. But are passing 50 days
till now and I see nothing.
So I pray you if want claim there
yourself. And to know what is the
matter and the mistake. I thank you
and I beg you excuse for the trouble.
Respectfully G. La Monaca
835 Sears St. Phila. Pa.

W. M. BRAMHALL.

San Bernardino, Cal.

A WINDOW DISPLAY OF CHOLERA MIXTURE.

To the Editors:

I herewith give a description of a drug store window display of no extraordinary beauty, but of good drawing qualities. A count showed that 68 persons in one hour took the trouble to look at it.

The window itself is one of the box kind, about four feet wide, three feet deep, and eight feet high. A sheet of paper was tacked against the window frame, covering it about one-third of the way up and shutting off all the view of the inside, except through a square hole about six by six inches in size. Around the box part of the window inside the store was rigged up a paper partition high enough to prevent anyone from looking over. This was arranged by fastening uprights in two corners, and stretching a string from the window to one upright, then to the other upright, and finally to the other side of the window. Paper was then pasted together and fastened on the string, making a sort of paper cage. Inside of this was a light, a bottle of "Eureka Cholera Mixture" and a sign, in large letters: *"For Internal Troubles."* Another poster near the opening in the sheet covering the window was printed: *"Worth Seeing and Knowing."* On the plate glass above was lettered with whiting, water and a sponge: *"The Great Ydemer. What it is?"* From inside the window the word was plainly seen to spell "remedy." Such a display is novel and can be changed to suit various preparations.

CHAS. H. TEXTER.

Allentown, Pa.

WHAT HE SUPPLIED.

To the Editors:

Here are some requests that have been made of me from time to time. They may please American readers of your interesting publication:

Housemaid: "Please, sir, missis has sent me for a bottle of S———'s Cloudless Household Harmony."

Cloudy Household Ammonia was sent.

* * *

Farmer's man: "I want some paint to paint a parson wi'."

Chemist: "Some paint to paint a parson with?"

Man: "Yes, sor: Hiodine the missis called it."

The chemist "tumbled" to the fact that the "parson" was a "person," broadly pronounced.

* * *

Young Lady: "If you please, I want six pennyworth of tincture of Abraham." (Collapse of new

assistant until he remembers that Friars' balsam has the synonym in this town of tincture of Benjamin, and guesses that his fair customer has got her scripture mixed).

* * *

Messenger: "Mr. Jackson wants some 'Anti-lean Powders.'"

Attenuated Chemist (type of his class according to Shakespeare): "I don't keep them: what do you mean?"

Subsequent conversation elicits the fact that antipyrine powders are required, to the relief of the A. C., who is beginning to feel that his professional pride is in danger of a fall.

J. AUSTIN BAYES.

Fenny Stratford, England.

"THE STROLLER" AND THE ENGLISHMAN.

To the Editors:

Editors frequently ask which part of their papers interest readers most. I do not know that you have ever asked that question, but I do not mind saying that after the Observer's column the department which is read most closely by me is the one devoted to jokes—the "Scrap Book." I am very fond of reading jokes. True, I find some of my boyhood favorites among yours, but they are good and will bear a re-reading every seven years. But here is a new one on me, and I can make nothing of it. I clip it from your last issue:

A DIFFICULT PRESCRIPTION.—This one is sent in to the BULLETIN by "T. J. P." of Chicago, Ill., who says that he is unable to dispense it. We might suggest that if he falls down on an easy one of this sort he is perhaps a good subject for a "lost manhood" concern:

℞ 2/27/03
One Two Year Old.....lbs. ij.
One Lace Dress Tucked.....℥xviij.
One Flannel Skirt—Extra Long.....℥vij.
One Pair Woolen Napkins.....℥ij.
One Pair Woolen Stockings.....℥iss.
One Pair Shoelettes.....℥iss.
One Lace Cap.....℥ss.

M. Sig.: Place in a capsule and administer same with a baby carriage as a palatable vehicle.

Now and then I feel that I am about to catch the point of this presumed joke, just as sometimes one feels that he will soon be able to recall an air which he has heard at the opera. You know how annoying it is to be foiled in the latter, and so will believe me when I say that my inability to quite catch the meaning of this remarkable prescription causes me much distress. I always had an idea that I was good at such things. Is my age gradually pushing me back into a class with the has-beens? I mean mentally. I am not yet ready to go into a "lost-manhood" sanitarium, but, on the other hand, I have no (modern) associations with the kind of vehicle you mention.

THE STROLLER.

[NOTE BY THE EDITORS.—An Englishman once heard a facetious housewife tell a neighbor that the best way to get rid of the odor of boiled cabbage in the house was to burn old rubbers on the stove for an hour or two. At this he gravely inquired: "Why, wouldn't the rubber smell worse than the cabbage?"

Moral: Always let a joke pass in silence!]

SOME ORIGINAL SPELLING.

To the Editors:

I send you what by courtesy might be called a prescription. It was handed me not long ago by a customer whose horse was evidently in need of treatment. The originality some people display in spelling is nothing less than marvelous. "Hoss doctors" are especially clever at the art.

1 Bound fennel greeb seed
2 ounce ave aunt Maney
2 ounce ave selper
2 ounce Creamattour
1 ounce salt peter

WILLETS CORSON.

Cape May Court House, N. J.

[NOTE BY THE EDITORS.—To avoid any possible misunderstanding or dissappointment let us explain that the large number of illiterate and peculiar orders and prescriptions which we have received from our readers are being reproduced in the order of their receipt. If any particular donor finds that several months elapse before his contribution appears we trust he will understand the circumstances and not be impatient.]

A WALL-PAPER IDEA.

To the Editors:

We appreciate very much the numerous advertising ideas contained in the BULLETIN, and we are constrained to offer one ourselves as a partial return. We shall give a description of a simple but effective window which resulted in a good increase of sales on wall-paper.

In trimming wall-paper one day the idea occurred to us to put the trimmings in the window. This we did and added to the pile each day as fast as the paper was sold. The different shades of paper made a very peculiar effect which attracted attention, and

as the pile grew, the more passers-by noticed it. We had a sign in the window reading "COME IN AND WATCH US MAKE THIS PILE GROW." Many people had never seen these trimmings, and quite a few crossed from the opposite side of the street to see what it was that was in the window. We, of course, were waiting for all such with explanations and with samples of our stock to show them. The idea may be old with some druggists, but it was new with us. Moreover, it proved a "winner."

MORROW DRUG COMPANY.

Blanchard, Iowa.

THREE FORMULAS.

To the Editors:

I desire to present for the use of the readers of the BULLETIN the following three formulas. An excellent lotion for the skin, clear and camphorated, can be made from this formula:

Camphor	3 drachms.
Glycerin	4 ounces.
Bay rum	8 ounces.
Rain-water	12 ounces.
Alcohol	8 ounces.

Another good lotion, colored, can be made from this formula:

Tincture of arnica	5 ounces.
Bay rum	5 ounces.
Glycerin	5 ounces.
Spirit of camphor	15 drachms.
Carbolic acid	75 drops.

Here is a formula for a new camphorated oil:

Alcohol	1 ounce.
Chloroform	1 ounce.
Malaga olive oil, yellow	8 ounces.
Cotton-seed oil	8 ounces.
Camphor	4 ounces.

I trust that these formulas will prove helpful to readers of the BULLETIN, and that they in turn will feel inclined to submit others for the common cause.

WILLIAM T. SNYDER.

1031 Main Street, Richmond, Ind.

SOME VERSES FROM THE NORTHWEST.

To the Editors:

The following lines from the pen of Mr. Frank L. Stanton are worthy of notice in some conspicuous place, and perhaps would be acceptable to the BULLETIN. They do not apply to the drug trade, but frequently our northwestern druggists are also landholders, many are also farmers, and perhaps some who have passed through the sieges of drought and hot winds of South Dakota will appreciate them. They are as follows:

His hoss went dead an' his mule went lame;
He lost six cows in a poker game;
A hurricane came on a summer's day,
An' carried the house where he lived away;
Then a airthquake came when that wuz gone,
An' swallered the lan' that the house stood on.
An' the tax collector, he come 'round
An' charged him up fer the hole in the groun'.
An' the city marshal, he come in view
An' said he wanted his street tax, tew.

Did he moan an' sigh? Did he set an' cry
An' cuss the harricane sweepin' by?
Did he grieve that his ol' friends failed to call
When the airthquake came and swallered all?
Never word of blame he said,
With all them troubles on top o' his head.
Not him—he clumb to the top o' the hill,
Whar' standin' room wuz left him still,
An' barin' his head, here's what he said:
"I reckon it's time to git up an' git,
But, Lord, I hain't had the measles yit."

C. A. ROBINSON.

Minneapolis, Minn.

P. S.—These verses were taken from *Opportunity*, a journal published in St. Paul.

COLORING FOR TOOTH-WASH.

To the Editors:

I notice from the "Query" department of the May BULLETIN that "W. A. R." has been having trouble in finding a good coloring agent for tooth-wash. Here is one that I have found after considerable trial to be the best I ever used:

CONCENTRATED COCHINEAL COLORING.

Cochineal, in No. 50 powder (1)	60 Gm.
Potassium carbonate (2)	39 Gm.
Alum (3)	30 Gm.
Potassium bitartrate (4)	60 Gm.
Glycerin (5)	500 Cc.
Alcohol (6)	30 Cc.
Water, enough to make	1000 Cc.

Triturate Nos. 1 and 2 intimately and add 500 Cc. of water. Then add Nos. 3 and 4 successively; heat the mixture to boiling in a capacious vessel and set aside to cool; add Nos. 5 and 6, filter, and pass enough water through the filter to make 1000 Cc. of finished product.

I have tried several formulæ, but this makes a splendid preparation and the color cannot be beaten. Another important feature is that it does not deposit, as most of these coloring agents do.

WILBERT A. WARREN.

Sackville, New Brunswick.

BUSINESS HINTS.

How to Get and Keep a Neighborhood Mailing List.—

A neighborhood mailing list is not the easiest thing in the world to get, but it can be secured by one means or another, combined with a liberal amount of patience. In a prize article published in *Merck's Report,* David R. Dorn told how the trick may be done. "First send a man out with a directory under his arm as though he were the directory man himself on his annual tour. He needn't say he is; let him simply take down the names and addresses as though he were, and the bluff will work admirably. In this way you can get the first list, but this will, of course, need revision from time to time. There are several means of revising it: (1) When you see a "to-let" sign in the neighborhood, strike off from your list the name of the family having that address, and when the new people move in get their names from the landlord, in case you know him, or from the neighbors, in case you know them, or from the butcher, the baker, or the grocer. (2.) Have the post-office return all copies of the paper which cannot be delivered, and investigate whatever errors are disclosed in this way. (3) Utilize the city directory, too, in correcting or adding to your list from time to time. (4) Have a prescription-record scheme by means of which you can take down the name and address of every prescription patron. By these various means you can get and keep a mailing-list which will be complete and accurate, and which will serve you in good stead, not only for your store paper, but as well for other advertising needs. It is a good plan to classify this list, so far as possible, for some of your advertising will be special instead of general, and therefore suited only to a certain class in the community. When you mail cigar circulars, for instance, you do not want to include ladies on your list; while if you send a perfume circular to a man he will dismiss you from his list of acquaintances."

An Interesting Letter from an English Reader.—

The BULLETIN is in receipt of an interesting article from one of its English subscribers—Mr. Walter H. Lyon, of York Rise, London, N. W. Mr. Lyon says: "I have much admired the advertisements in the BULLETIN of the American soda fountains. To myself and the majority of chemists in England, however, the soda fountain is a side line we should never think of touching. Personally, living in a London suburb, I go in for filling my own siphon of what over here we call 'aerated waters.' Whiskey and soda, you know, is very popular as an after-dinner drink with Londoners. In the summer I frequently send out from 20 to 30 dozen siphons on a Saturday at three shillings per dozen for 'soda, potash, and seltzer water,' and three shillings six pence or four shillings per dozen for lemonade and

ginger ale. Perhaps the enclosed handbill which I deliver from door to door in my immediate vicinity will interest your readers in America. The rate we pay for delivery is 2/6 for 700 to 1000, according to whether the district is 'steppy' or not." The handbill to which Mr. Lyon refers is herewith reproduced in facsimile, though considerably reduced in size.

The "Want Book"—Where Should it be Kept?—

It should be kept in the most convenient place in every drug store. This may be near the till or cash register, or desk, or on the dispensing counter. Wherever it is kept, it should always be in its place. If you go to the place where the "want book" is kept, with the intention of entering some "want," and find that some one has left it somewhere else, and, as frequently happens, you are too busy to hunt for it, you mentally say that you will remember the item and enter it at another time. If you remember to do so, it may be all right; but if you do not, it may be all wrong. For instance, says J. T. Pepper, in the *Era,* when a certain "want" has not been entered in the book and drugs are ordered without, of course, including this particular article, it often seems that after the drugs arrive at the store and are put into stock, the first customer will ask for the very thing that you neglected to enter, because the "want book" was not in its accustomed place. By an omission of this kind a sale may be lost, perhaps a customer. If you can get the article quickly from a neighboring druggist, perhaps you may only lose a part of the profit. The loss of a sale is a trifle, but the loss of

a customer is a more serious matter. The old adage, "A place for everything, and everything in its place," certainly applies to the "want book."

A Soda Advertisement.—

Here is one that was suggested some time ago in the *Druggists Circular* by M. P. Gould:

Our Soda Fountain

Is sizzling, and fizzing, and bubbling with the

Most Delicious Drinks

None but the best quality of materials is used, and folks tell us that we do know how to make

DELICIOUS
SODA DRINKS

Try our

Ice Cream Soda

Costs 10c.,

but it's worth it; just see if it isn't.

.....

....

How to Use the Cash Register.—

"My method of using a cash register is as follows," says C. B. Lowe, in a paper read before the New Jersey Pharmaceutical Association: "I set the register at the beginning of each month and let it run for a month. Each night I read off the amounts of the day's sales, these having been registered under the heads of drugs, merchandise, patents, cigars, and soda water. These amounts are recorded in columns having the above heads, the first entries being made at the bottoms of the columns, the next day's above, and so on. To get the amount of the day's sales you subtract yesterday's amounts from to-day's, which gives the amounts of each department's sales, and these added together give the day's sales; the cash in the drawer of course must correspond.

"Two compartments of the register are kept for cash for making change, of which I always put in a certain amount every morning, and make a memorandum of it in the petty cash-book which is kept in the register. At night, after the store is closed, I first count up the cash, which must equal the amount put in, less the day's payments. Afterwards I count up the sales, which must equal the amount indicated by the register. Sometimes, in the haste of making change, mistakes are made, but they can always be detected by this method. During the day's business all charges for goods sold are made upon red slips, the credits for bills paid upon yellow slips; these are filed, and at the close of the day entered directly into a ledger specially ruled with wide columns for debit entries and narrow ones for credit entries. The totals of debits and credits are also entered into the daily sales book. In a year's business these two columns should nearly balance each other."

A Greeting.—

Whenever anything important transpires at the store—whenever any new fixtures are installed, or any salient changes made—it is a good plan to send out a general greeting to the store's patrons. We are in receipt of such a greeting gotten out recently by D. H. Fobes, of Columbus, Ohio. It is of such size that it fits into a No. 6 commercial envelope and is handsomely gotten up. The cover is embossed in two colors—robin's-egg blue and white—and contains simply the word "Greeting." On the second inside page—for it is a four-page folder—is this text:

I have recently remodeled my store and wish to call your attention to my elegant new line of pure drugs and sick-room accessories.

You are cordially invited to call and inspect for yourself. Special attention is given to filling prescriptions. All telephone orders delivered promptly. Branch store at 1448 East Main Street. Citizens' Telephone 761. Your patronage is solicited.

Respectfully yours,
D. H. Fobes.
Cor. Main and Eighteenth Streets.
Citizens' Phone 718. Bell Phone, Main 95.

A Soda-opening Day.—

The following is clipped from the *Gardner* (Mass.) *News:*

A decided improvement has been made in the appearance of the Garland pharmacy by the new metal ceiling which has been put in by the Pennsylvania Metal Ceiling Company of Boston.

The work of putting in the ceiling has been completed only within the past few days, and the opening of the soda-fountain season, which has now come to be an annual event at the Garland pharmacy, has consequently been somewhat delayed.

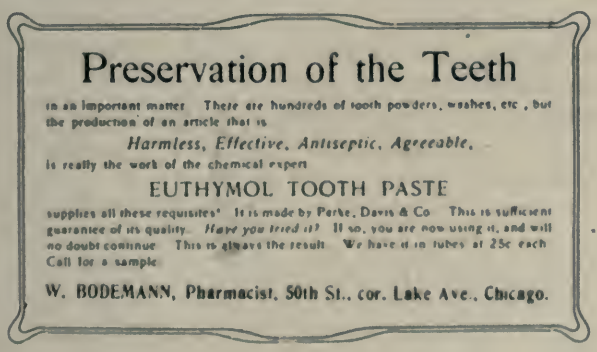
It has now been decided to have the opening day Friday. Between the hours of 3 and 6 in the afternoon and 7 and 9 in the evening to-morrow, soda will be dispensed free of charge at the store. Children accompanied by their parents will be given soda.

Great care has been taken in the selection of fruit syrups by the management of the Garland pharmacy, and they feel assured that they have chosen the best. Their syrup is made of pure sugar dissolved in water, and there is positively no chance for adulteration.

It is a good thing to have soda-opening days, and it is good, when you *do* have one, to get the newspapers to exploit it.

A Tooth-paste Slip.—

The following counter slip was used some time ago by W. Bodemann, the well-known Chicago druggist:


Preservation of the Teeth

in an important matter. There are hundreds of tooth powders, washes, etc., but the production of an article that is

Harmless, Effective, Antiseptic, Agreeable,

is really the work of the chemical expert

EUTHYMOL TOOTH PASTE

supplies all these requisites. It is made by Parke, Davis & Co. This is sufficient guarantee of its quality. *Have you tried it?* If so, you are now using it, and will no doubt continue. This is always the result. We have it in tubes at 25c each. Call for a sample.

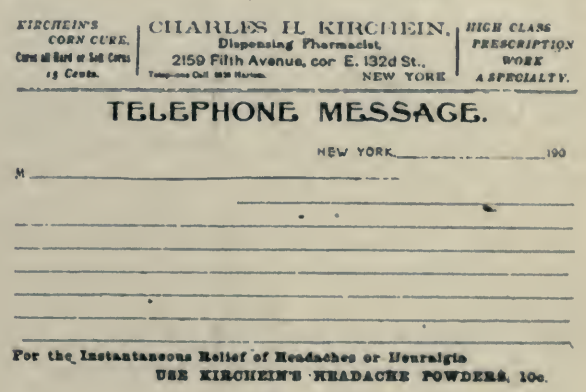
W. BODEMANN, Pharmacist, 50th St., cor. Lake Ave., Chicago.

An Announcement.—

"The Kenwood Pharmacy," situated in the Hotel Kenwood, Chicago, has recently secured the services of W. F. Lutyen as manager. Mr. Lutyen's administration was announced with a neat booklet of twelve pages. The general policy and nature of the pharmacy was outlined, and something was said about each of the main lines of goods carried in stock. The booklet was more of a general than a special advertisement, and was doubtless intended as a sort of opening gun. It was 5x7 inches in size; the stock was of excellent quality, and the whole thing was gotten up very neatly.

He Saw His Chance.—

It is a matter of common experience that druggists are frequently called upon by their customers to deliver telephone messages to family or friends. In sending these out it is generally the case that the druggist uses any scrap of paper that may be handy. Now a New York druggist—Mr. Charles H. Kirchein, of 2159 Fifth Avenue—has seen an opportunity here to secure a little advertising. He has accordingly devised a blank for telephone messages of this description. A reproduction follows of this blank in facsimile, though considerably reduced in size:


KIRCHEIN'S CORN CURE. Cures all Hard or Soft Corns 15 Cents.

CHARLES H. KIRCHEIN, Dispensing Pharmacist, 2159 Fifth Avenue, cor. E. 132d St., NEW YORK

HIGH CLASS PRESCRIPTION WORK A SPECIALTY.

TELEPHONE MESSAGE.

NEW YORK, _____ 190

M _____

For the Instantaneous Relief of Headaches or Neuralgia USE KIRCHEIN'S HEADACHE POWDERS, 10c.

A Circular for One's Specialties.—

Mr. John J. Seiberz, of Story Avenue and Webster Street, Louisville, Ky., gets out a very nice circular exploiting his list of specialties. The paper is a very good quality of blue; the ink is a darker blue; the advertising matter is well written; and the typographical display is excellent. The sheet is 5⅛ by 8½ inches in size, and is printed on both sides. Folded twice, it goes into a No. 6 envelope, or may be enclosed in packages at the counter. Seven preparations are exploited, and a prefatory note is printed in which Mr. Seiberz speaks of the list of remedies as a whole and assures people that the preparations can be depended upon to do the business

A New Wrinkle.—

Dr. C. A. Martin, a well known New Orleans physician and pharmacist, has inaugurated a new departure in the drug business in the Crescent city. He has opened up the "Free Clinic Drug Store," corner General Taylor and Baronne Streets. His idea is to donate his services free at special hours of the day to all comers; and then to reap his profit from the drugs sold.

PRACTICAL PHARMACY.

Pouring Castor Oil Out of a Can.—

Any one who has tried to pour castor oil from a square five-gallon can when it is full knows how difficult it is to avoid a mess. H. F. Ruhl, however, in a paper read before the Pennsylvania Pharmaceutical Association, says this may be prevented by having a hole punched in the cap which screws onto the can, and a tube, two inches long and three-fourths of an inch in diameter, soldered on. With a wire nail a hole is punched in the top of the can between the screw-cap and the edge of the can. This will admit air while pouring. Resting the can on the counter with the screw-cap tube to the rear, the can is carefully tilted forward with one hand and the shop bottle held in the other. In this way the bottle may be filled without spilling any of the oil, and that, too, without a funnel. Mr. Ruhl much prefers to rest the can on the counter when pouring from a one- or two-gallon square varnish can when filling shop bottles. With the opening to the rear, the can is likewise tilted forward slowly so as to allow the surface of the liquid to become "at rest." Even mobile liquids, such as spirits of turpentine, may be poured into shop bottles without a funnel. Of course the main thing is that the can is lowered slowly, otherwise the first portion may spurt out over the bottle. With five-gallon round cans it is possible to fill shop bottles in the same manner by resting the can on a box or counter. When a funnel is used for non-greasy liquids, the funnel may be slightly raised with the thumb and little finger from the neck of the bottle, while holding the bottle by the neck between the middle and ring fingers, to allow egress of air.

Tests for the Identification of Heroin.—

Wesenberg has shown that heroin shares with morphine a number of reactions—those mainly in which a saponification of the diacetic ester takes place. Hence, for instance, heroin as well as morphine will give the Husemann and the Pellagri reactions. Like morphine, too, heroin gives an almost colorless solution with cold concentrated sulphuric acid. Heroin, however, exhibits a specific behavior towards nitric acid (*Ber. d. Deutsch. Pharm. Ges.*).

In 25-per-cent nitric acid heroin dissolves slowly in the presence of cold, but more rapidly on heating, giving a light yellow solution. The hydrochloride gives this coloration somewhat more rapidly than the free base. If a trace of heroin is placed upon a watch-glass with the addition of a few drops of 65-per-cent nitric acid of the specific gravity of 1.4 it dissolves very quickly with a yellow color. After a time, or at once on slight heating, a greenish-blue color appears, spreading from the middle of the drop towards the margin, which becomes paler after a time, and changes once more to a perfect yellow. This reaction appears to be the most characteristic one for heroin, since it is produced neither by morphine, codeine, nor any other alkaloid.

Heroin can also be easily detected if, as Goldmann has suggested, a trace is heated with dilute sulphuric acid and then alcohol added; in the presence of heroin, and on heating the mixture, an odor of acetic ester is developed.

Fluid Extracts and Shelf Bottles.—

"Speaking of the arrangement of shelf bottles, it may be said at the outset that in most drug stores these bottles are arranged with some semblance of alphabetical regularity, but apparently with little attempt to prevent deterioration of the contents," says Ephraim P. Irvine, Ph.G., in the *Western Druggist*. "If, for instance, there is any excuse for transferring fluid extracts from the original containers to glass-stoppered tincture bottles, there is no excuse for placing these containers on the top row of shelves, as is often done. The glass stoppers in much of the shelfware manufactured nowadays do not fit any too tightly; the bottles are placed on the top shelf, the warmest place in the room, the alcohol used for extraction evaporates rapidly, escaping either about the poorly fitting stopper or causing the 'popping' of the stoppers, and the consequence of the withdrawal of a portion of the alcohol is the precipitation of a portion of the extractive matter of the drug, as well as a decided increase in the amount of active medicinal ingredients in the average dose. Fluid extracts should preferably be kept in the original cork-stoppered bottles, in a comparatively cool place."

Preparation of Citrine Ointment.—

In making citrine ointment according to the official process, care should be taken (says the *Pharmaceutical Era*) not to raise the temperature over 100° C., and the acid used should be of official strength. The effervescence produced proceeds quietly, and a soft, solid mass is obtained on cooling. After the addition of the mercuric nitrate the mass should be stirred constantly until cold, when it will have assumed a bright yellow color. Most of the trouble in the preparation of this ointment arises from the use of too much heat. The heat of a

boiling water-bath only should be used, as over a direct fire the temperature cannot well be controlled, and as a result the fat is decomposed and a dark brown compound is produced. After the oil has been properly oxidized and cooled down, the solution of nitrate of mercury will not be reduced when added, and an ointment of a satisfactory color will be produced.

The New Process of Making Alcohol.—

Advices received by the State Department at Washington from United States Consul Haynes at Rouen, France, throw more light on the new process that has been discovered by which alcohol may be produced by chemical synthesis. It is predicted that the cost of such production can be reduced to less than 10 cents a gallon. Thus far the cheapest alcohol produced has cost nearly 20 cents a gallon. At this price Germany produces quantities of alcohol, potatoes being used as the vegetable base. By the French process no vegetable matter is employed. From carburet of calcium—a direct combination of carbon and hydrogen in the electric arc—acetylene is obtained. Sufficient hydrogen then is added to produce ethylene, and by combining water with ethylene alcohol is obtained. While the cost of alcohol by the new process has not yet been reduced much below its cost as produced from vegetable matter, it is predicted with confidence by eminent French chemists that in the near future it may be produced by the new process at a cost of about half that which Germany pays to obtain it from potatoes.

To Detect Tonka in Vanilla Extract.—

There is no very simple test for detecting this admixture such as can be readily shown over the counter, but the following test is easy (*American Druggist*), and can be performed in about ten or fifteen minutes. It depends on the chemical difference between cumarin and vanillin, the odorous principles of the two beans. Cumarin is the anhydride of cumaric acid, and on fusion with a caustic alkali yields acetic and salicylic acids, while vanillin is methyl-protocatechin aldehyde, and when treated similarly yields protocatechuic acid. The test is performed by evaporating a small quantity of the extract to dryness, and melting the residue with caustic potash. Transfer the fused mass to a test tube, neutralize with hydrochloric acid, and add a few drops of ferric chloride solution. If tonka be present in the extract, the beautiful violet coloration characteristic of salicylic acid will at once become evident.

A Peculiar Property of Acetozone.—

Dr. Guy L. Kiefer, the health officer of Detroit, recently declared that the Board of Health had found acetozone to be an admirable deodorant in cases of malignant smallpox. It was the only thing, he said, which would overcome the terrible odor that always accompanies a bad case of that disease. The theory of the drug's action is thus accounted for: When acetozone is thrown into boiling water the oxygen-bearing portion of the substance rises with the vapor from the water. Active oxygen is liberated, and coming in contact with organic matter in the air, oxidizes this matter rapidly. A very convenient method of accomplishing the result desired is occasionally to drop two or three grains of acetozone into water kept at a boiling point by means of a gas flame or other source of heat. By this means a sick-room or a hospitable ward can be completely deodorized at little expense.

Filtration or Percolation.—

C. W. O'Sullivan, in a graduating thesis presented to the Pittsburg College of Pharmacy (*Merck's Report*), criticizes the U. S. Pharmacopœial method of preparing wine of opium. Experiment showed that a considerable amount of morphine was retained in the filter used in separating the liquid from the solid portions of the mixture. Instead of filtration after maceration, the author recommends percolation, as this method does not demand extreme care on the part of the operator.

A Point in the Preparation of Syrup of Orange.—

The U. S. P. directions for extracting the oil from the peel seem rather awkward to A. E. Hiss (*Western Druggist*). He thinks that possibly a better way would be to grate off the peel from the orange, then to triturate this to a fine powder with some coarse insoluble substance such as sand or coarse pumice, and percolating or filtering alcohol through the mixture. The liquid is then to be mixed with calcium phosphate water, and so on in accordance with the U. S. P. directions.

Granulation of Zinc Oxide Ointment.—

Professor Hallberg (*Western Druggist*) states that this may be avoided by the addition of a small amount, say one per cent, of pure oleic acid. The granulation is presumably due to interaction between the lard and zinc oxide, some zinc oleate being formed.

NEW REMEDIES.

Indocol.—

Name given by Cattani (*Gazzetta degli Ospedali*) to a mixture of iodine and guaiacol, used in the treatment of pulmonary tuberculosis.

Iodoline.—

Iodoline is a substance offered as a substitute for the iodides and iodoform. It is a compound consisting of iodole and albumin, and occurs in the form of a yellow powder insoluble in water and alcohol (*British Medical Journal*). There are two forms on the market, the one for internal use containing about 10 per cent of iodole, and the one for external use containing 36 per cent of iodole. In tertiary syphilis it was given in doses of 30 grains (in water or milk) six to ten times a day. As a rule the drug was very well borne, but occasionally it caused digestive disturbance and iodism. To prove beneficial it must, however, be given in very large doses, 3 to 5 drachms a day. Care must be taken not to confound this preparation with "iodylin;" the latter is bismuth iodosalicylate.

Maltogen.—

Trade name for a malt extract prepared from Hanna barley. It consists of handsome, brown, shining scales, with a very pure and pleasant taste of malt. The preparation (says *Pharmaceutische Centralhalle*) has the advantage of the extracts of malt of not being hygroscopic, and its durability is therefore considerably increased. Maltogen consists of 25.7 per cent maltose, 65.71 per cent extractive matter, and 8.59 per cent moisture.

Siccolum Ricini.—

Trade name for a "dry" form of castor oil put on the market by a Berlin concern. It is tasteless and odorless, but, it is claimed, very efficient. The specimen examined contained 50 per cent of a fatty oil.

Tachiol.—

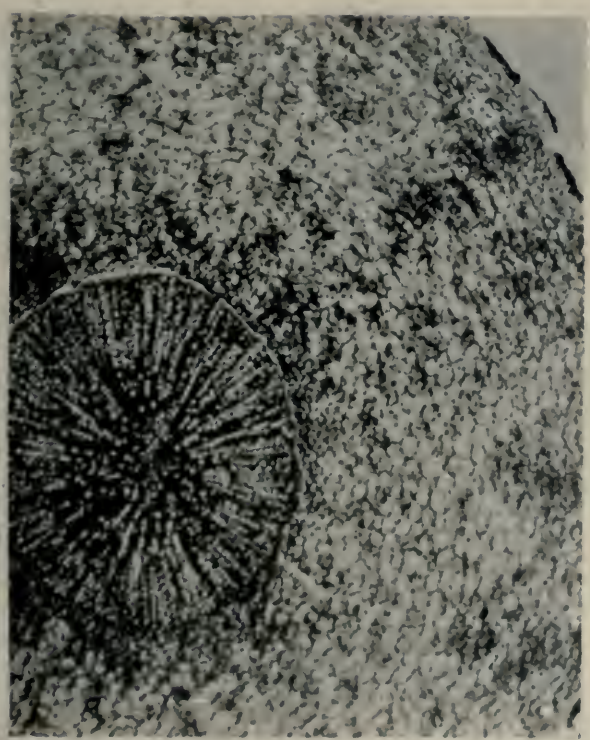
This is a new antiseptic, and is, chemically, the fluoride of silver. In regard to its bactericidal properties it appears certain that in solution of 1:150,000 it kills in the space of one minute the most persistent pyogenic organism, such as the staphylococcus pyogenes aureus. A solution of 1:200,000 was found sufficient to kill in one minute the typhoid bacillus. The toxic power of tachiol, on the other hand, is said to be much feebler than that of other antiseptics, a fact which constitutes one of the chief advantages of the new preparation. As to the therapeutic use of the antiseptic, this was tested on a large scale in different surgical affections either by disinfecting cavities or suppurating sinuses, or by endoarticular injection in tuberculous synovitis, or by treating various cases of endometritis, proctitis, and cystitis. Solutions varying in strength from 1:1000 to as much as 1:100 were employed for most of these; in cystitis and endometritis solutions of 1:5000 or 1:10,000 were used. In all cases the injection was well tolerated and no ill effects were produced.

PERSONAL.

A PROMINENT TEACHER.

Deceptions are rarely excusable, and so let us hasten to say that the features shown in the accompanying portrait are not those of Wilhelm II. They belong to a man, though, who is an admirable representative of the Kaiser's race in America. Professor Coblentz was born in London, Ohio, of German parents, and after graduating, first from the Wittenburg College and then from the Philadelphia College of Pharmacy, he spent four years in Germany finishing his scientific education. There he sat at the feet of such men as Hoffman, Flueckiger, Fittig, and Meyer. Securing his Ph.D., and returning to America in 1891, at the age of 30, he was made professor of pharmacy and director of the pharmaceutical laboratories of the New York College of Pharmacy. Here he has ever since remained, although he lectures now on chemistry and physics instead of pharmacy. Dr. Coblentz is noted for his research work in chemistry. Many of his contributions to science have been presented at the meetings of the American Pharmaceutical Association; and members of that body are familiar with his slight German accent, his well-groomed person, and his dignified appearance.

PROF. VIRGIL COBLENTZ, of the New York College of Pharmacy.



Cross-section of *Radix Ipecacuanhæ* of the German Pharmacopœia. From a photograph by Dr. G. Eigel, of Godesburg, Germany. See note "From Germany."

also in the package from Dr. Eigel were fifty microscopical slides showing drugs in powdered form. These may be used as standards of comparison when it is desired to examine a powder for its degree of purity. The slides are all arranged in trays, which are in turn enclosed in neat boxes accurately labeled on the cover. This material is certainly of the most useful nature, and gotten up with that careful and painstaking attention to detail which is characteristic of German products.

Yohimbine.—

It is stated by Siedlen in the *Pharmaceutische Post* that yohimbi bark contains four alkaloids, of which the most important is *yohimbine*, but that different samples of it show such differences in composition that further investigation of it is required. We note that the author refers the plant producing the yohimbi bark to the genus *Tabernemontana*, a genus of one of the milkweed families, Apocynaceæ, a family of plants which contains many well known therapeutic agents. Schuhman has recently described it as a new species of *Corynanthe*, naming it *C. Johimbé*. *Corynanthe* is a genus of the madder family (Rubiaceæ) and belongs to the same tribe as the cinchonas, to which barks the yohimbi bears a strong resemblance. From the reports that have been published in regard to the use of *Yohimbine* as an aphrodisiac, we doubt if it is of much value.

The New York Botanical Garden.—

The New York Botanical Garden, though still in its infancy, publishes four periodicals—a "Journal," a "Bulletin," "Memoirs," and "Contributions;" and it shows a vitality that speaks well for its future. Members of the Garden staff are allowed to make collecting trips to various parts of the country and to visit European gardens. Dr. N. L. Britton is the very efficient Director-in-chief, and Dr. H. H. Rusby the Curator of the economic museums. It is to be hoped that the Garden will send some of its collectors into those parts of Africa and Asia that produce medicinal products, the botanical sources of which have been unknown for centuries.

Bulletin No. 8 of the New York Garden.—

Bulletin No. 8 contains the reports of the various officers, committees, and directors, as well as a list of the patrons, fellows, and members, which now exceed 900. This issue of the Bulletin is unlike its predecessors in that it does not contain any technical

BOOKS.

Tests and Reagents, Chemical and Microscopical. By Alfred I. Cohn, Ph.G., Author of "Indicators and Test Papers," etc. Cloth; 383 pages; $3.00. New York: John Wiley & Sons.

The tests and reagents now available to chemists and microscopists are gathered together in this volume in a manner which renders them easy of access. The arrangement is the alphabetical one of authors' names, but a thorough index of subjects makes it just as easy to find a test for a particular purpose as to find that test under the name of its author. The index, indeed, places at once at one's disposal all the available tests for any one substance. The book is based upon the brochures of Altschul, Schneider, and Wilder, but is much more complete and comprehensive. It can scarcely fail to commend itself to chemists and microscopists for its completeness and convenience. First appearing serially in *Merck's Report,* it has since been greatly amplified.

The Law of Trade-marks of the United States and the Principal Foreign Countries. A Summary. By Luther L. Miller. Paper; 32 pages. Chicago: 1237-8 Monadnock Block.

Mr. Miller is a trade-mark lawyer, and he has dealt with his subject in this pamphlet with brevity and authority. The nature of the trade-mark, and its basis in both common and statutory law in the United States, are set forth; and the trade-mark conditions of foreign countries are likewise stated. The contrast in the conditions of America and Europe is indicated by the statement that "While in the United States the ownership of trade-marks is acquired by their mere adoption and use, in almost all other countries registration is necessary to protect the mark, and ownership of it, in these countries, depends upon the

The American Year-Book of Medicine and Surgery for 1903. Arranged, with Critical Editorial Comments, by Eminent American Specialists, under the Editorial Charge of George M. Gould, A.M., M.D. In Two Volumes—Volume I, including General Medicine, Octavo, 700 pages, Fully Illustrated; Volume II, General Surgery, Octavo, 670 pages, Fully Illustrated. Per Volume: Cloth, $3.00 net; Half Morocco, $3.75 net. Philadelphia, New York, London: W. B. Saunders & Co., 1903.

The volume before us is devoted to the subject of General Medicine. Its appearance is highly creditable to the publisher; indeed, the letter-press is excellent, and a specially attractive feature is the setting of important words, phrases and clauses in black-face type, thus facilitating the use of the book as a standard work of reference. This idea might be utilized in pharmaceutical treatises with advantage. The American Year-Book of Medicine should prove useful to physician or layman who wishes to know what is the "latest" in any department of medical science.

Materia Medica for Nurses. By John E. Groff, Ph.G., Apothecary in the Rhode Island Hospital, etc. Second Edition; Revised and Rewritten. Cloth; 169 pages; $1.25 net. Philadelphia: P. Blakiston's Son & Co., 1903.

This book represents an attempt to give professional nurses that knowledge of materia medica and related branches which they should have in order to discharge their duties with safety and intelligence. The main portion of the work is devoted to the classified consideration of medicinal agents in detail, and besides this there are chapters on weights and measures, dosage, definitions of medical and chemical terms, and toxicology.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Tablet Manufacture.

H. H. P. asks: "What coloring matter is used in the blue and green bichloride antiseptic tablets on the market? Also what may be used for coating chocolate-coated tablets?"

If you will address a communication to any firm dealing in colors, you will receive a more intelligent answer to your first question than we can possibly give you. Theodore H. Eaton & Son, 28 Woodward Avenue, Detroit, Mich., are dealers in colors and could provide you with material that would satisfactorily serve your purpose. As for your second question, we may reply that different manufacturers use different methods in the coating of their chocolate-coated tablets. Some manufacturers first employ a coating of pure chocolate, and then give permanence to the coating by a thin film of what is called "chocolate paste." Other manufacturers, desiring to economize, use the latter only. This "chocolate paste" is a combination of sienna, burnt umber, and other coloring matters. It is used very largely by confectioners, and can be purchased on the market.

Liquid Court Plaster.

J. S.—The liquid court plasters of the market are usually made from collodion as a base, with the addition of sufficient castor oil to give flexibility. We know of no way of avoiding the use of collodion. This ingredient is even said to be present in preparations which contain a statement on the label that it is *not* present.

We are not able to give you the number of the bulletin issued by the Department of Agriculture at Washington which recorded the results of experiments made by Mr. Crampton with baking powders. The bulletin, however, was issued about six or seven years ago; and if you will write to the department, mentioning the probable date of publication, and describing the character of the bulletin, you will doubtless receive it without further trouble.

"Fox Ointment."

C. J. B.—In further answer to the query of "C. J. B.," printed in last month's BULLETIN, Mr. J. A. Le Penotiere, of Easton, Minnesota, contributes the following formula for Fox Ointment:

	Parts.
Salicylic acid	1
Ichthyol	2
Bismuth subnitrate	2
Starch	30
Ointment of rose-water (cold cream)	50

Mr. Le Penotiere says that this formula was devised by Dr. Fox, the well-known dermatologist of New York, and is used very largely by some specialists in skin diseases. It is recommended for use to the students of the Medical Department of the University of Minnesota by the professors, and so is in particularly large demand in Mr. Le Penotiere's own section of the country. Creolin is sometimes substituted for the ichthyol.

* * *

Since the foregoing was written we have received from another subscriber, Mr. W. Donaghy, of Hudson, Mass., a formula for Fox Ointment. His is as follows:

	Parts.
Salicylic acid	5
Oil of cade	5
Zinc oxide	25
Starch	25
Lard or simple cerate	40

It will be seen that this formula differs materially from the first one. Mr. Donaghy explains, however, that having received a prescription for "Fox Ointment," he applied for its formula to the physician, and this is what he received by way of answer.

Compound Extract of Sarsaparilla.

H. & H.—We can do no better than to reprint a formula for a spring sarsaparilla which was submitted to the BULLETIN during 1902 by Mr. B. S. Cooban. The formula provides for the use of fluid extracts, and is as follows:

Fl. ext. of sarsaparilla	8 fluidounces.
Fl. ext. of stillingia comp.	16 fluidounces.
Fl. ext. of senna	6 fluidounces.
Alcohol	16 fluidounces.
Simple syrup	32 fluidounces.
Potassium iodide	1 ounce av.
Water, enough to make	1 gallon.

Mix; let stand two or three days; shake well and filter.

Put up in 12-ounce, green, panel bottles, and label each and place it in a carton.

Compound Syrup of Phosphomuriate of Quinine.

A. C. H.—The following formula is contained in the excellent Formulary published by the Cincinnati Academy of Pharmacy:

Potassium bicarbonate	35 Gm.
Magnesium carbonate	20 Gm.
Calcium carbonate	20 Gm.
Soluble ferric phosphate	16 Gm.
Quinine hydrochlorate	4 Gm.
Strychnine	0.14 Gm.
Phosphoric acid (U. S. P., 85 p. c.)	40 Cc.
Orange-flower water	125 Cc.
Syrup	q. s. ad 1000 Cc.

Dissolve the salts in a mixture of the phosphoric acid and the orange-flower water. Add sufficient syrup to make 1000 Cc.

Each fluidrachm of this preparation contains ¼ grain of quinine muriate, 1/120 grain of strychnine, 1 grain of iron phosphate, and about 4 grains of the combined phosphates of potassium, magnesium, and calcium.

This preparation is to be freshly prepared when wanted for use. It is an admirable tonic for the nervous system and digestive organs.

Black Dye for Leather.

D. Drug Company.—The best dyes for such purposes as you describe are made from aniline substances. We would suggest that you write some large dealer in aniline dyes. We might refer you particularly to Theodore H. Eaton & Son, of 28 Woodward Avenue, Detroit, Mich. This house could tell you which dyes would be better for the purpose, and probably suggest a working formula.

Here, however, is a simple and useful staining liquid for leather: Cover iron shavings procured from an ironturner with pure cider vinegar. Heat them up and set aside for a week or two, and then heat again and set them in a cool place for two weeks. Pour off the vinegar, allow to stand for a few days, drain it off, and finally cork it up in bottles.

Dispensing Difficulty.

D. M. J. recently had the following prescription to dispense:

Ichthyol (ammoniated)	2 drachms.
Resorcin	2 drachms.
Lanolin, enough to make	2 ounces.

D. M. J. found that the ichthyol separated from this mixture, and did this regardless of whether, in dispensing, it had been added first, or whether the resorcin was first added. In reply, we would suggest that in the place of the hydrous lanolin the anhydrous product be used, and enough water added to make up the difference—that is to say, use about 70 per cent of anhydrous lanolin and about 30 per cent of water. In the water dissolve the ichthyol to a smooth paste; add this in successive portions to the anhydrous lanolin contained in a mortar, triturating constantly; and finally work in the resorcin, which has previously been ground to a fine powder.

Ladies' Liquid Shoe Dressing.

S. J. B.—The following formula will probably serve your purpose:

Caoutchouc	1 ounce av.
Petroleum	1 ounce av.
Carbon disulphide	1 fluidounce.
Shellac	4 ounces av.
Lampblack	2 ounces av.
Oil of lavender	1 fluidrachm.
Alcohol	20 fluidounces.

Upon the caoutchouc, contained in a bottle, pour the carbon disulphide; cork well and let it stand a few days, or until the caoutchouc has become thoroughly gelatinized or partly dissolved; then add the petroleum, lavender oil, and alcohol; next the shellac in fine powder, and heat it to about 50° C., taking care that as little as possible is lost by evaporation. When the substances are all dissolved, and the liquid is tolerably clear, add the lampblack, and fill at once into small bottles.

Oil of Arnica Flowers.

J. R. P.—This product is used only to a very limited extent in medicine, and you will probably have some difficulty in finding it on the market. If you can't get it of your jobber, apply to such well-known houses as Fritzsche Brothers, Lehn & Fink, or Dodge & Olcott, all of New York. The yield of the oil is very small, and the price therefore very expensive. An eight-ounce bottle will cost probably about $3.50.

Cheap Ice Cream.

F. J. H.—The following formula has often been recommended as producing a very satisfactory product:

Pure milk	2 gallons.
Sugar	2 pounds.
Corn starch	¾ pound.
Flavoring, as desired.	

Dissolve the starch in a quart of the milk by the aid of heat, mix all together, continue to heat until slightly thickened; then flavor and freeze.

A Preparation to Contain Kola, Calisaya, Pepsin, Gentian, Coca, Iron, and Aromatics.

G. F. S.—Try the following formula:

Fluid extract of kola	½ ounce.
Fluid extract of cinchona calisaya	½ ounce.
Fluid extract of gentian	6 drachms.
Fluid extract of coca	1 ounce.
Distilled water, enough to make	12 ounces.

Detannate the above mixture, filter it, and add:

Sugar	4 ounces.
Alcohol, 94-per-cent	2 ounces.
Oil of orange, sweet	10 minims.
Oil of lemon, fresh	5 minims.
Tincture of citro-chloride of iron	1 drachm.
Pure pepsin	16 grains.
Tincture of cudbear, enough to color.	

Filter through talc.

Elixir of Heroin and Terpin Hydrate.

L. P. B. & Co.—The following formula has been published as perfectly satisfactory:

Terpin hydrate	80 Gm.
Heroin hydrochlorate	0.25 Gm.
Alcohol	180 Cc.
Glycerin	180 Cc.
Spirit of orange compound	15 Cc.
Distilled water, enough to make	480 Cc.

Dissolve the terpin hydrate and the heroin hydrochlorate in the alcohol, and then add the spirit of orange compound, glycerin, and sufficient distilled water to make 480 cubic centimeters. Allow the solution to stand for a day and then filter it.

If exposed to a lower temperature than when made, this elixir will deposit crystals; these, however, can be redissolved by warming the solution gently.

Almond Cream.

C.-C. Company.—The following formula has been published as providing a fine preparation:

Cold cream, U. S. P.	1 ounce av.
Sweet almond oil	1 fluidounce.
Glycerin	1 fluidounce.
Boric acid	1 ounce av.
Solution of soda	2½ fluidounces.
Mucilage of quince-seed	5 fluidounces.
Water, enough to make	40 fluidounces.
Oil of bitter almond,	
Oil of rose, of each, sufficient to perfume.	

Ammonia Liniment.

C. & K.—The ammonia liniment of the Pharmacopœia, we believe, is satisfactory for a product of this nature. In this 350 Cc. of ammonia water, 50 Cc. of alcohol, and 600 Cc. of cottonseed oil are simply mixed together. The product should be freshly prepared; and it is because druggists permit it to become old that trouble is so often experienced with it. Frequently, however, the addition of more alcohol will restore the product to its original condition after it has become thick and shown a tendency to separate.

Balsamic Shampoo.

M. & K.—The following formula has been recommended as being excellent:

Rosemary leaves (stripped from the stalks)	12 ounces.
Castile soap	3 ounces.
Chloride of ammonium	½ ounce.
Carbonate of potash	4 ounces.
Red sanderswood	½ ounce.
Water	1½ gallons.

Boil the rosemary, soap, and sanderswood in the water for twenty minutes. Then remove from the fire, and add the chloride of ammonium and carbonate of potash. Stir well, and when cold strain.

Elixir of Pepsin, Calisaya, Iron, Bismuth, and Strychnine.

N.'s Drug Store.—Try the following formula:

Pure pepsin (U. S. P.)	64 grains.
Strychnine sulphate	1¼ grains.
Iron phosphate	128 grains.
Glycerite of bismuth and sodium tartrate	2 ounces.
Water	1 ounce.
Elixir of calisaya, detannated, enough to make	16 ounces.

Dissolve the iron and the pepsin in the water, the strychnine in the elixir, and mix both solutions. Then add the glycerite of bismuth and the sodium tartrate. Shake during 24 hours and filter.

A Toilet Cream.

C.-C. Company.—A preparation such as you mention can be made after the following formula:

Quince seeds	60 grains.
Hot water	21 ounces.
Glycerin	6 ounces.
Deodorized alcohol	5 ounces.

Place the quince seeds in a bottle, pour the hot water on them and agitate occasionally until a mucilage is formed, then strain through muslin. To this add the glycerin and shake thoroughly. Dissolve the desired perfume in the alcohol, add the solution to the mucilage, and agitate briskly until of a uniform consistency.

Concentrated Solution of Sodium Phosphate.

C. Drug Co.—The following method of preparing this product was published a couple of years ago by Herman Harms in the *American Druggist:*

Reduce 4 avoirdupois ounces of citric acid to powder and triturate with 7½ avoirdupois ounces of sodium phosphate, crystallized. Heat the mixture on a water-bath until liquefied. Strain through a pellet of cotton, and pass, if necessary. enough water through strainer to make one pint. Each fluidrachm contains 60 grains of sodium phosphate. The preparation will crystallize at about 55° F. and readily liquefy again on warming. It is miscible with water, syrup, and glycerin in all proportions. Use only the pure sodium phosphate, well crystallized, in order to have a perfectly colorless solution.

Vanishing Ink.

C. F. S. wants a formula for making an ink which will fade out in about a week or ten days after being used. It is our belief that an aqueous solution of iodide of starch is used mostly for this purpose, although the writing does not disappear ordinarily sooner than about four weeks. Another formula is as follows: Boil nutgalls in alcohol; put copper sulphate and sal ammoniac to the mixture, and when cold dissolve a little gum in it. Writing done with this ink is said to vanish in twenty-four hours.

A Liquid Soap Containing Ether and Carbolic Acid.

B. & T.—The following formula has been tried and found to work successfully:

Green soap	240 grains.
Alcohol (94-per-cent)	12 fluidounces.
Sulphuric ether	4 fluidounces.
Carbolic acid (95-per-cent)	40 minims.

Warm gently on a water-bath and filter when cool.

White Soap Liniment.

T. B. B. & Sons.—Dissolve two ounces of camphor in two pints of alcohol; add two ounces oleic acid and ½ ounce of oil of rosemary; then gradually add five drachms of sodium bicarbonate, and when effervescence has ceased add six fluidounces of water and filter.

Cementing Glass Labels.

D. and B.—The best cement for attaching glass labels to show bottles is made by melting 4 ounces of resin with 8 ounces of yellow wax.

Subcarbonate of Iron.

J. C. J. C.—"Subcarbonate of iron" has not been official since the 1870 revision of the Pharmacopœia; and this salt and carbonate of iron are identical—the ferr*ic* carbonate. The only carbonate at present official in the U. S. P. is the saccharated ferr*ous* salt, which is really a mixture of the carbonate and the peroxide of iron, combined with sugar.

Brown Mixture.

W. H. G. & Co.—We are not able to find the special formula for this preparation which you mention. If, however, you will follow the suggestions given on page 218 of this department last month you will have no difficulty in preparing a suitable product.

Turmeric vs. Curcuma!

In answering a correspondent's query in this department last month, the BULLETIN was gravely made to suggest the substitution of curcuma for *turmeric* as a coloring agent for a particular purpose, whereas what was meant was the substitution of curcuma for *madder.*

Detannated Port Wine.

G. A. P.—Port wine may be detannated in the following simple manner: Macerate two ounces of finely cut gelatin in a gallon of the wine for fourteen days. Shake the wine daily, and at the end of the period filter it.

Formula Wanted.

F. H. W.—We have not been able to find a formula for De Valangin's solution of arsenic.

The British and Colonial Druggist.

G. S. P.—The address of the *British and Colonial Druggist* is 44 Bishopsgate Without, London, E. C.

Bee Stings.

Dr. W. R. McN.—The poison of the bee sting is supposed to consist mostly of formic acid.

THE SCRAP BOOK.

CHAS. PFIZER & CO. manufacture a particularly fine line of bismuth preparations. Their subnitrate of bismuth is an exceptionally pure, white article, free from arsenic, and is especially recommended for all therapeutic purposes. Their subgallate of bismuth is also highly recommended by the profession.

"ADVISE me, Uncle Jack."
"Of course; what is it?"
"Shall I ask you for twenty-five dollars, or for fifty?"—*Life.*

IN a little book entitled "The Art of Building a Drug Business," Ulysses G. Manning, the well known and experienced advertiser for druggists, gives a good deal of practical advice which no druggist can afford to lose. Better send to Mr. Manning, at South Bend, Ind., at once for a copy. Do not put it off! Mr. Manning is a man who always knows what he is talking about, and when he says anything on the advertising problem it is worth listening to.

A HUMORIST.—Tacoma, Washington, glories in the possession of a humorous druggist. He is P. Jensen, secretary of the Washington State Board of Pharmacy, and a successful pharmacist. Asked recently for a biographical sketch of himself, this is what Mr. Jensen wrote:

P. Jensen, unlike "Mercks" and "Farbenfabriken" vormals, Rudolph "Katzenjammer," and other imported goods, bears not the stamp "Made in Germany," but hails from Denmark—the land of the "Melancholy Dane"—"The Great Dane"—and other Danes. Born, Copenhagen, 1864 (but looks much younger), imported into the United States twenty years ago.

A graduate of the University of Hard Knocks—laughs much, thinks some, enjoys the friendship of about 9000 pillmen, the finest lot of men the good Lord ever let loose.

This is a dence of a biography—I know it.

(*Department continued on advertising page 28.*)

GOVERNMENT CHEMIST'S REPORT.
READ LETTER BELOW.

GENEVA, NEW YORK, Nov. 1, 1902.

Unsolicited, I procured an analysis by the Chemist of the New York State Experimental Station here, of a sample of your Grape Juice and of two other brands manufactured in Chautauqua County, bought in open market. He reported yours as containing no preservative, while one of the others, most widely advertised, contained Boracic Acid or Borax, while the other contained Benzoic Acid.
T. S. HUBBARD, Formerly of the T. S. Hubbard Co.

Both of the above mentioned, chemically preserved juices are advertised as pure.

DON'T TAKE OUR WORD FOR IT.

$100.00 A Bottle Guarantee of Purity. $100.00

GLEASON'S

GRAPE JUICE APPLE JUICE

REMEMBER

Gleason's are clear as wine and have no cooked taste.
Better than others or money refunded.

HAND PAINTED SERVING JAR FREE! WRITE FOR PARTICULARS.

We sample the doctors and 500 customers.

AT YOUR JOBBERS OR DIRECT.

GLEASON GRAPE JUICE CO., - FREDONIA, N. Y.

Chicago, 30 LaSalle St. New York, 105 Hudson St.
Philadelphia, Pa., 202 S. Front St. Boston, Mass., 173 State St.

HIGHLAND PARK
COLLEGE OF PHARMACY,
DES MOINES, IOWA.

RESIDENT COURSES:

I. Regular Ph.G. Course.
II. Special Course to prepare students for examination before State Boards.

One of the largest and best equipped Colleges of Pharmacy in the United States.
School the entire year.
Students present from almost every State in the Union.
Expenses very reasonable.
Send for catalogue of the College of Pharmacy.
Address: O. H. LONGWELL, President,
Highland Park College of Pharmacy, Des Moines, Iowa.

CORRESPONDENCE COURSE.

Highland Park College of Pharmacy offers the best Correspondence Course in Pharmacy before the public.
The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. No matter where you live, we can prepare you for your examination before your State Board of Examiners.
Send for Prospectus of Home-Study Course in Pharmacy.
Address:
O. H. LONGWELL, President,
Highland Park College of Pharmacy, DES MOINES, IOWA.

KYMO

REDUCES the COST and IMPROVES the QUALITY OF ICE CREAM.....

With KYMO the **BEST QUALITY** of ice-cream (not excepting an all-cream product) can be made at from

20 CENTS to 35 CENTS per GALLON.

No cream, eggs, or other substance is required—nothing but KYMO, milk, sugar, and flavoring. The foregoing being true (a **SAMPLE WILL PROVE** that it is), you can not afford to purchase your ice-cream or to make it in any other way **RICH, SMOOTH** and **CREAMY**, KYMO ice-cream means a **SAVING** of from **50% to 100%.**

Write for free sample, or send 25 cents for large package.

THE KYMO CO.,

542 Albany St. - LITTLE FALLS, N. Y.

Largest Absorbent Cotton Manufacturers in the World.

PURE ABSORBENT COTTONS

With Blue Tissue Paper between layers, prepared under strict Pharmaceutical rules.

Excelsior Brand. Pronounced by Surgeons, Dentists and Chemists to be unsurpassed in excellence.

Standard, or Hospital Brand. For popular use in Hospitals, Asylums, Sanitariums, Dispensaries.

Sanitary Cotton. Invaluable in maternity cases and considered a boon both to patient and physician. A grade especially adapted to manufacturers of Antiseptic Materials, Bandages, Serviettes, Pilches, etc.

Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

THE NEW YORK MARKET.

ADVANCED.—Bromides; Celery Seed; Colchicum Seed; Fennel Seed; Menthol; Nitrate of Silver; Opium; Oil of Cassia; Oil of Camphor; Senega Root.

DECLINED.—Cassia Buds; Gamboge: Oil of Peppermint; Quinine; Red Rose Leaves.

The market has had about the usual fluctuations, but without any excitement whatever; on the whole has been steady and rather uninteresting. Staples have moved in routine manner for consuming demand. Perhaps the most interesting article has been

OPIUM.—Early in the month the market developed a strong tendency, owing to cable advices from the primary market of "no sellers." Several advances were made, until quotations reached the highest point known since 1901. This does not mean that the product is phenomenally high, as for most of the intervening time the market has been almost lifeless. The late interest has also been due somewhat to speculation, based of course on crop reports; and furthermore, the weather has been unfavorable and labor has been scarce. At the moment there is no evidence of further advance, though the market is firm despite the fact that demand is light. Latest cables report the continuance of drought.

MORPHINE has an upward tendency, in sympathy with the crude article, and is in quite active demand.

QUININE has been and still is very quiet, with demand light; values for bark declined at the last sales, both in London and Amsterdam, and as a result manufacturers have reduced quotations. This has not stimulated inquiry, and sales are made mostly in jobbing quantities.

COD-LIVER OIL.—There has been little change in the situation during the past week or two, though this product is even higher than a month ago. It is not thought that prices can go any higher, as the Finmarken fisheries are developing better than was anticipated, relieving the market somewhat. Still the yield is yet thousands of barrels short of last year's production.

BROMIDES.—The market is in a chaotic condition, though no one seems to know to just what this is due. Competition enters into the case in a large degree; and while some manufacturers have advanced prices, there are several ranges of quotations; and the situation being most unusual, no prediction as to the future can be made. It is not anticipated, however, that any higher prices will rule.

COCAINE.—It is said that this article is selling at less than the cost to import, owing to sharp competition. It is in good demand.

CREAM TARTAR.—The market is strong, in sympathy with the foreign market for crude product.

SEEDS.—Considerable interest has been manifested in this line, and some changes in price have been made. Celery Seed is in good demand, with strong market, and has advanced slightly. Colchicum Seed and Fennel also have advanced. Canary Seed has advanced abroad, and the market here is stronger.

ROOTS.—A very dull market has to be reported on most articles, the exceptions being Mexican Sarsaparilla, which is very scarce, and Ipecac. Foreign markets for the latter are very strong. Senega has made a material advance. The new root is not yet marketed, and the immediate future of the article cannot now be determined.

New York, May 28, 1903.

ST. LOUISITE: Well that place up at Petoskey, where we boarded last summer, advertised the truth, anyway.

Chicagoan: Indeed? That is a novelty.

St. Louisite: Yes, sir. They advertised, "Summer boarders taken in."—*The Lyre.*

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

THIS OFFER AND ADVERTISEMENT WILL NOT BE REPEATED

Now ready for the Market, Dollar size MULL'S GRAPE TONIC, the permanent constipation cure; contains 2 1-2 times the 50 ct. size.

TO THE RETAIL DRUGGIST.

Please indicate which offer you want shipped, by marking a cross before any of the following:

1 Doz.	$1.00 size,	$8.00 per doz.....	6% discount,	$7.52	per dozen.
2 "	1.00 size,	8.00 per doz.....	2 bottles free,	7.334	" "
3 "	1.00 size,	8.00 per doz.....	4 " "	7.113	" "
4 "	1.00 size,	8.00 per doz.....	6 " "	7.001	" "

Any of the above special offers will be honored, only during the month of June, 1903, and only when this advertisement is mailed direct to **The Lightning Medicine Co.**, of Rock Island, Ill., and when the jobber's name through whom it is to be shipped is written here.

.....

.....

Signed.....

RETAIL DRUGGIST SIGN HERE.

.....

DATE AND ADDRESS HERE.

DO YOU WANT WINDOW DISPLAY?

DO YOU WANT BOOKLETS?

DO YOU WANT HANGERS?

We are going to advertise the dollar size just as extensively as the fifty cent size, through the daily press.

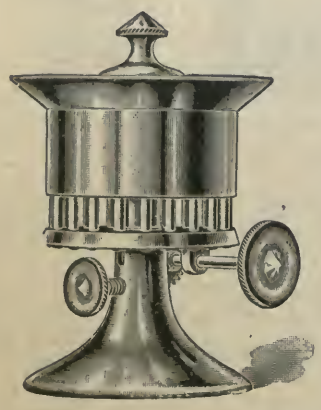
Hereafter the regular wholesale price of $1.00 size Mull's Grape Tonic, the Crushed Fruit Laxative Tonic, will be $8.00 per dozen. Our only apology for adopting a dollar size is, the Trade demands it. We take pleasure in extending to you the concessions and privileges for your initial purchase as outlined above, good for the month of June, 1903.

Faithfully yours,

THE LIGHTNING MEDICINE CO.,
2101 Third Ave., ROCK ISLAND, ILL.
SOLE MFRS. FOR AMERICA.

EASTMAN'S CAPSULE FILLER

(DIVIDES THE POWDER ACCURATELY AND FILLS INTO CAPSULES.)



SIMPLE, PRACTICAL, A GREAT SAVER OF TIME AND LABOR.

It fills five sizes of Capsules, Nos. 4 to 0 inclusive, and will fill twenty Capsules of a size at one operation — in 3 to 5 minutes. Fills any number desired. Made of cast brass, nickel plated and polished. An indispensable adjunct to the prescription counter.

DESCRIPTIVE BOOKLET SENT FREE ON REQUEST.

WRITE FOR IT.

Read what a prominent New Jersey druggist has to say regarding Eastman's Capsule Filler.

L. E. TIESLER'S PHARMACY.
DEUTSCHE APOTHEKE.
19 CONE ST. TELEPHONE CONNECTION.

ORANGE, N. J., April 10, '03.

Mr. L. K. EASTMAN, 1354 Woodward Ave., Detroit, Mich.

Dear Sir:—If you had not written me asking how I had been getting on with the capsule filler, I should have written you anyway, simply to let you know that the apparatus is all that you claim for it, ACCURATE in its division of the powder to be filled into capsules, quickly doing the work, and above all turning out a clean glossy capsule, free from the unsightly appearance, which is unavoidable when filling some hygroscopic substance into capsules, which will stick to the capsule, from handling, thus giving it a dull look. I shall be pleased to show the article to any of my fellow pharmacists in this neighborhood, if you desire to push your machine amongst them.

If I can do anything to further the sales of the machine I shall be only too pleased to do so, because you have an article of merit.

I am yours truly,
L. E. TIESLER.

MANUFACTURED BY **L. K. EASTMAN, 1354 Woodward Ave., DETROIT, MICH.**

VICTOR KOECHL & COMPANY, of New York, are the sole American agents for the original and genuine "Lanoline."

ALL THINGS CONSIDERED.—Curate: "And how did you like my harvest sermon, Mr. Wurzel?"

Mr. W.: "Not bad, sir!—not bad at all, considerin' yer total hignorance of the subject."—*Exchange.*

THE "Circle A" and "Circle B" brands of prescription corks have been used by careful dispensers ever since the fall of the Roman Empire. "Nuff sed!"

EXPENSIVE.—Knicker: "What are you going to give up during Lent?"

Bocker: "The money for my wife's Easter hat."—*Brooklyn Life.*

WHERE IT SHOULD BE.—

The smile of satisfied delight
You see upon my face
Is there because it couldn't be
In any other place.

—*Harvard Lampoon.*

THE A. H. Andrews Company, of Chicago, Ill., the well-known manufacturers of twisted-wire chairs for soda-fountain use, have one of the largest and best equipped plants in the country. Their factory is illustrated and described in a recent issue of the *New School Journal.*

PRIVATE.—Irate Landlord (to couple who are taking a lovers' walk on his property): "Now, then, can't you read?"

Amorous Youth: "Oh, yes, we can read."

Irate Landlord: "Then go to the end of this road and read the sign there."

Amorous Youth: "We have read it. It says 'Private,' and that's just why we came down here."—*Tit-Bits.*

DRUGGISTS who are careful always to select the very purest chemicals for medicinal purposes will be glad to know that the one brand of "sodium salicylate" which can be depended upon to conform strictly to the requirements of the "U. S. P." is that made by the Herf & Frerichs Chemical Company, of New York and St. Louis. You can never make a mistake when you specify the brand of this house. Its sodium salicylate has become famous.

JOO UNNERSTAND?—The man on the street speaks a rapid-transit language that is sometimes hard to recognize. Here is a specimen preserved for the museum by the Chicago *Tribune:*

"Wossatchoogot?"
"Afnoonkicker. Lassdition."
"Lemmeseeut."
"Taykut. Nuthinut."
"H'm! Paypesezzrain."
"Yeh. Icanaliztellwenrainscummin'. Canchoo?"
"Naw. How?"
"Bone-zake."
"'Squeer!"

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

SPECIFY "Rosengarten's" when ordering chemicals for medicinal use. If you do this, you will be sure to get those which conform to the requirements of the Pharmacopœia, and which are superior in every respect.

GRIP.—First Sport: "Why didn't you take her satchel to the station?"

Second Ditto: "I had the grip."—*Harvard Lampoon.*

TO HIS DELINQUENT PATIENT.—

If I should die to-night—
And you should come to my cold corpse and say,
Weeping and heart-sick, o'er my lifeless clay;
If I should die to-night—
And you should come in deepest grief and woe,
And say, "Here's that $10 that I owe,"
I might arise in my great white cravat
And say, "What's that?"

If I should die to-night—
And you should come beside my corpse to kneel,
Clasping my bier to show the grief you feel;
I say if I should die to-night—
And you should come to me, and there and then
Just even *hint* 'bout paying me that ten,
I might arise awhile—but I'd drop dead again.

—*Gross Medical College Bulletin.*

WIDE-AWAKE druggists are always on the lookout for improved bookkeeping methods. They realize that it is becoming very necessary to keep a close watch of every department of their business. Something new and improved in the way of a ledger is shown and illustrated in the present issue of the BULLETIN OF PHARMACY by the Richmond & Backus Company, of Detroit, Mich. It is the "Areandbe" detachable leaf ledger. This unique and convenient ledger possesses features which are absolutely necessary, and which are not found in any other make. Consult the advertisement of the company on another page.

THE WAY OF IT.—Tired Thompson: "Weary's got a nerve! He rushed right inte de Hoffman House an' ordered whiskey."

Frayed Fagin: "Get it?"

Tired Thompson: "Sure! Dey thought he wuz some rich guy jest off an autermobile run!"—*Puck.*

IF a druggist has the right sort of a still, it is a very easy problem to manufacture his own distilled water. "The Sanitary Still," manufactured by the Peirce Mfg. Co., of Chicago, Ill., is the simplest and best instrument for the purpose in the market. As we write we have before us a catalogue recently gotten out by the Peirce Company.. Among other things, the different sizes and kinds of sanitary stills are described. Send for a copy, and do not forget to mention the BULLETIN OF PHARMACY.

PROSPECTIVE ADVERTISER: You say you have the largest circulation in town. Of course, all the papers claim that, you understand.

Editor: My dear sir, this paper has been running only four years; we take stovewood on subscription, and to-day our woodhouse is considered the most imposing structure in town.—*Brooklyn Life.*

BUFFALO COLLEGE OF PHARMACY

UNIVERSITY OF BUFFALO.

FACULTY.

WILLIS G. GREGORY, M.D., Ph.G., Professor of Pharmacy.
ERNEST WENDE, M.D., B.Sc., F.R.M.S., Professor of Botany and Microscopy.
JOHN R. GRAY, M.D., Ph.G., Professor of Pharmacognosy.
HERBERT M. HILL, A.M., Ph.D., Professor of Chemistry.
EDWARD J. KIEPE, M.D., Ph.G., Professor of Materia Medica.

A Thorough, Practical, Comprehensive, Economical course in all branches pertaining to Pharmacy. *Extensive Laboratory Courses* in Manufacturing Pharmacy, Pharmaceutical Assaying, Dispensing, Analytical Chemistry, Bacteriology, Pharmacognosy, Botany, Microscopy. *160 Drug Stores in Buffalo* in which to seek *employment during the course.* For comparison with others, write postal for *Illustrated Catalogue* to

DR. JOHN R. GRAY, Secretary, 423 Prospect Ave., Buffalo, N. Y.

CHICAGO COLLEGE OF PHARMACY

THE SCHOOL OF PHARMACY OF THE UNIVERSITY OF ILLINOIS.

The forty-fourth session begins September 29th, 1903. The course comprises two terms of seven months each and leads to the degree of Graduate in Pharmacy. Write for announcement to

W. B. DAY, Actuary, 465 State St., CHICAGO.

CALIFORNIA COLLEGE OF PHARMACY

(DEPARTMENT OF PHARMACY, UNIVERSITY OF CALIFORNIA.)

FACULTY.

W. M. SEARBY, Ph.C., Professor of Pharmacy.
F. T. GREEN, Ph.G., Professor of Chemistry.
ALBERT SCHNEIDER, M.D., Ph.D., Professor of Botany, Materia Medica and Pharmacognosy.

2 years' course for the degree of Ph.G. 3 years' course for the degree of Phar.B.
The 32d annual session will begin August 24th, 1903. Correspondence solicited. Send for announcement to

W. M. SEARBY, DEAN, 400 SUTTER STREET, SAN FRANCISCO, CAL.

IMPORTED AND DOMESTIC

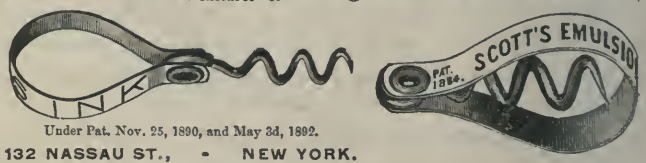
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,



Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

THE "Gold Label" brand of prescription corks is known to every prescriptionist. These corks are manufactured by the Paddock Cork Company, of Brooklyn, New York.

MR. FLYNN: "Mrs. Gilligan, I see yez have a horse-shoe over the door; do yez think its lucky?"

Mrs. Gilligan: "I do that. That shoe wor on the horse that kicked the top off Gilligan's head, an' begorra I got siventy-foive dollars from the insurance company."

As usual, the New York Quinine and Chemical Works comes out in the BULLETIN OF PHARMACY this month with an attractive advertisement, printed in the customary place on the rear cover page. Willing hands are seen extolling the "N. Y. Q." products.

IN THE "SMART SET."—First Divinity Student: "What is the subject for discussion at the Debating Society to-night?"

Second Ditto: "The Influence of Creased Trousers on the Decadence of Prayer."

AN interesting item recently appeared in the *News* of Perth Amboy, N. J. After discussing the troubles which exist between capital and labor, and mentioning the fact that strikes and lockouts are so frequent, the *News* goes on to say that one marked exception to the usual condition of things is evidenced by the Roessler & Hasslacher Chemical Co. Recently one of the workmen in the manufacturing plant of that company ruined his sight by an accidental explosion of lime. "Without the slightest hesitancy and without any solicitation on the part of the workman, or any of his family," says the *News*, "the firm has continued to pay him his wages every week the same as if he was at work every day at the factory. As the man belonged to the relief fund at the chemical works organized expressly for just such emergencies, and as he also is a member of the Red Men, well known for their care of the braves of their tribe, there was really no necessity for the firm to continue paying the wages, but it did so. It is needless to say there are no labor troubles at this chemical works!"

"I HEAR Metreman sat out in a rainstorm writing a spring ode."

"Yes, and made $10."

"Then he sold the poem?"

"No, he caught a severe cold, used a patent remedy and then sold a testimonial to the manufacturers."—*Chicago News.*

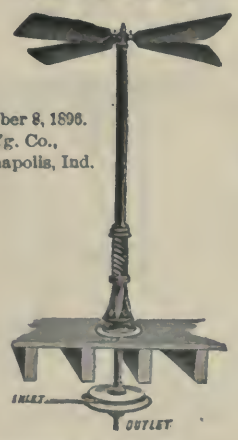
TRIUMPH WATER DESK FAN.

PAT. AUG. 11, 1896.

TRIUMPH COUNTER COLUMN WATER FAN.

Patented December 8, 1896.
Specialty Mfg. Co.,
Indianapolis, Ind.

TRIUMPH FLOOR COLUMN WATER FAN.



WE ALSO MAKE

CEILING, BRACKET AND COLUMN FANS

FOR BELT POWER, AND

WATER MOTORS

FOR DRIVING THEM.

IN FACT, CAN SUPPLY YOU WITH ANYTHING IN THE FAN LINE.

WRITE FOR CATALOGUE.

SPECIALTY MFG. CO.
400 S. MERIDIAN ST.,
INDIANAPOLIS IND.

THE GRAND RAPIDS ICE CREAM CABINET. A large assortment of various styles and sizes constantly carried in stock. Can make prompt shipments. These Cabinets are nicely finished and will save their cost in Ice in one season. Have a large amount of unsolicited testimonials on file. We can please you as well as we have pleased others. Write for illustrated catalogue.

Chocolate Cooler Co.

Grand Rapids, Mich.

Manufacturers of Ice Cream and Oyster Cabinets, Chocolate Coolers, Dipping Tables and Candy Boards.

THE SECOND DAY OUT.—Sailor (shouting): "Man overboard!"

Newlywed (groaning): "Lucky dog!"—*Puck.*

WHITTEMORE'S shoe polishes are the ones sold by every dealer who desires the best. They are handled by all jobbers.

HIS IDEA OF IT.—Sunday-school Teacher: "Reginald, can you repeat the shortest commandment? It has but four words."

Reginald: "Keep off the grass!"

IN buying grape juice for the fountain, bear in mind that "Randall's Gold Medal" juice is one of the finest products on the market. A unique proposition concerning this brand will be presented to any druggist who addresses "Randall," at Ripley, New York. It is worth looking into.

PROFESSOR: What happens when a man's temperature goes down as far as it can go?

Smart Student: He has cold feet, sir.—*Chemist and Druggist.*

IT is often desirable, in getting out advertisements, to have some apparatus by means of which one can make any number of copies of a pen-written or typewritten circular or letter. Daus' "Tip-Top" duplicator is the best instrument of the kind to be found. It is illustrated in the advertisement in this issue of the Felix F. Daus Duplicator Company, of 111 John Street, New York City. See the index of advertisers on advertising page 3.

A HARD CONTRACT.—"I don't see why you should say they treat their chauffeur shabbily, when they pay four hundred dollars a month wages."

But you forget that the poor chap has to pay all the fines out of that."—*Brooklyn Life.*

EVERY young pharmacist who is about to enter some college of pharmacy should carefully consider the superior advantages of the School of Pharmacy of the Northwestern University of Chicago. This school is now unsurpassed in equipment. Write for prospectus to Professor Oldberg, at 87 Lake Street, Chicago, Ill.

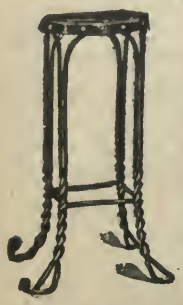
HER OBJECTIONS.—"My dear," whispered the husband who had accompanied his better half to the shop where she expected to purchase a spring gown, "I think that dress with the black lace fixings on it is nobby. Why don't you get it?"

"Oh, it would never do," answered the wife. "Everybody is wearing that style."

"Then, here's another good-looking one—this one with the separate jacket and the strap fixings on the skirt."

"Mercy, no! Why, nobody is wearing that!"—*Life.*

CHICAGO WIRE CHAIR CO.



PATENTED

We Manufacture Those Wire Chairs, Tables, Soda Fountain Stools that have become so popular. . . . . .

Write for Catalogue.

They are not riveted together
They will not come apart
They will last forever
They are made of tempered steel wire
They are indestructible
They are light, airy and attractive
They are easy to keep clean
They are not expensive
They are the best on the market

70 JEFFERSON STREET, - - - CHICAGO, ILL.

THE BROOKLYN COLLEGE OF PHARMACY,

265-271 NOSTRAND AVENUE, BROOKLYN, N. Y.

NEW COLLEGE BUILDING.

Fall Term begins September. Lecture Fees for Juniors, Seniors and Post-Graduates, Each $80.00

The Chemical, Pharmaceutical, Dispensing and Pharmacognosy Laboratories are thoroughly equipped for practical work. Library, Herbarium and Botanical Gardens for use of the students.

Send for Prospectus. WILLIAM HARLOE, CLERK OF COLLEGE, BROOKLYN, N. Y.

THE next time you buy any beeswax see that you get the "WHB" brand. This product is made by W. H. Bowdlear & Co., of Boston, Mass.

A KENTUCKY editor has the following announcement standing in his columns: "A first-class paper, entered as second-class matter in a third-class postoffice."—*Northwestern Agriculturalist.*

"THE American Ice Cracker" is the best device which has been placed on the market for breaking up ice at the fountain. Write for special trade price to the Fargo Creamery Supply House, of Lake Mills, Wis.

TOO INQUISITIVE.—"Do you love your teacher, my little man?"

"G'wan! D' yer t'nk I'm goin' ter tell youse all about me love affairs?"—*Puck.*

THIS is the season when "Fly Buttons" are in great demand. This well known brand of poison fly-paper does the business. Of course you know all about it, but in case it so happens that you do not, it would be well for you to write for a sample to the Fly Button Company, of Maumee, Ohio.

ENGAGED.—Visitor: "Is Miss Rankin in?"

Servant: "Yes, sir."

Visitor: "Is she engaged?"

Servant: "Yes, sir; but the gentleman ain't here this evening, sir. Come in."—*Tit-Bits.*

EVER hear of the "Limited" mill? It has no match for the pulverizing of roots, barks, spices, etc. Send for circulars and descriptive matter to the Schutz-O'Neill Company, of Minneapolis, Minn.

AN American woman in Japan bought a can of mushrooms, and found the directions translated into English as follows:

"Direction:—If several person will be to eat this in that manner they shall feel satisfied nutrition and very sweet or it can be put in the hot water for the half hour and then take off the lid. They shall be proper to eat. It can be supply without puridity for several years."—*Harper's Magazine.*

A DRUG STORE INCIDENT.—This is borrowed from a recent issue of the *Chicago News:*

Running at full speed and pursued by a crowd of nearly 200 persons, an alleged pickpocket ran into a drug store at 84 State Street at noon to-day, and while the women clerks stood panic-stricken, leaped over a counter and threw himself on the floor. The mob which had been in pursuit crowded into the store and began a search for the fugitive. They swarmed behind the counters and prescription cases, and it was only after a call had been sent in to the central police station and policemen sent to the place that the crowd could be induced to leave. The pickpocket was found in his hiding-place by Policeman Walsh and taken to central police station. He gave the name of John A. Toomey.

The prisoner is accused by John Mostal, of 47 Chicago Avenue, of picking his pocket of a gold watch. Mostal was standing in a throng in front of the Marquette club headquarters in Washington Street when he felt a sharp tug at his watch-chain and then found the watch gone. Toomey was seen running away, and Mostal set up a cry of "Stop thief!" When he started in pursuit the crowd followed, and the chase continued down an alley back of the Grand Opera House and into State Street.

When Toomey was searched at the station Mostal's watch was found hidden in an inside pocket.

LANOLIN

"BRITISH"

HYDROUS U. S. P. and ANHYDROUS.

LIVERPOOL AND LONDON, ENGLAND.
MONTREAL AND TORONTO, CANADA.

WHY PAY FANCY PRICES!

WE GUARANTEE OUR PRODUCT U. S. P.

PRICE 30C. PER LB.

F. O. B. NEW YORK.

If your Jobber does not keep it, send to us direct—he is handling something which pays him better.

1 LB. CANS, 30C. LB.; 7 LB. CANS, 28C. LB.;
14 LB. CANS, 27C. LB.; 28 LB. CANS, 25C. LB.

Special Quotations for Veterinary and Commercial Grades.

EVANS AND SONS, Lim., 133 WILLIAM ST., NEW YORK.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . $1.00 SIZE . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50C. SIZE . . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS.

DR. J. C. HOOD, LOUISVILLE, KY.

THE discount to retailers on Stearns's Vaccine is now 40 per cent.

PUCK'S PHILOSOPHY.—Praise from people that we despise generally convinces us that they have good points after all.—*Puck.*

THERE is no typewriter on the market better known than the "Smith Premier;" and it is perhaps the most economical instrument to own. Durability is its strong feature.

HE HAD WARNED HER.—Mrs. Kidd: "Really, John, I wish you'd punish this boy. He kept making the queerest noises all through the service this morning."

Irrepressible Child: "Twasn't my fault. I told you I was a fire-engine before we started."—*Brooklyn Life.*

A VERY neat soda-holder is manufactured by R. Chester Frost & Co., of 183-198 Dearborn Street, Chicago, Ill. It is sold for $6 per dozen, net cash. The catalogue number is 2190. Send to the company for a complete catalogue of its line of goods, mentioning the BULLETIN OF PHARMACY.

THE PROPOSAL.—John (sheepishly): "I—I s'pose you'll be gittin' married some time?"

Betty (with a frightened air): "Oh, I dare say I shall some time."

John: "I dare say I'll git married, too."

Betty: "Oh!"

John: "Perhaps we might both git married at the same time."

Betty: "Wouldn't it be awful, John, if the parson should make a mistake and marry us to each other?"

John: "I—I shouldn't mind."

Betty: "No—neither should I, to tell you the truth, John."—*Tit-Bits.*

LAST month we printed in this department of the BULLETIN a letter which had been received by the Dabrooks' Perfume Co., of Detroit, Mich., from a pharmacist "in the land of Burns." This month we are privileged to reprint a similar letter received from Wales:

The Dabrooks' Perfume Co., Detroit, Mich.:

GENTLEMEN—In the BULLETIN OF PHARMACY you ask subscribers to write you concerning a special offer. "Dabrooks' perfumes have something to do with it." CHEMIST OWEN, M.P.S.

Cadoxton, Barry, Wales.

It is quite unnecessary to repeat that the BULLETIN OF PHARMACY reaches all parts of the world, and that the sun never sets upon its territory!

THERE was a sign in the window. It read: "These suspenders 19 cents while they last."

The sad-faced man walked in and accosted a salesman: "You say these suspenders are 19 cents while they last?"

"Yes, sir; yes, sir."

"And how long do you suppose that will be?"

"A very few days, I assure you, sir."

"Good day, sir. I wouldn't have a pair that wouldn't last longer than that."—*Ex.*

SALTSBURG

BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.

(18 miles out of Pittsburg.)

MANUFACTURERS OF

FINER GRADES

POT FLINT

Glass Bottles.

Princeton Tooth Wash
2¼ oz.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

NOTE TRADE-MARK)

This is the original of all others in Liquid form.

CARPENTER'S

WATER - PROOF
LIQUID

COURT PLASTER.

HEALS CUTS, BURNS, WOUNDS, and all ABRASIONS of the SKIN

CANT BE BEAT

It is an invisible, water-proof, pliable, antiseptic, germ-destroying plaster, healing rapidly We OFFER $1,000.00 for every drop of COLLODION, Acid, or Gun Cotton found in this preparation.

Toilet size, 10c. Physicians' size, 25c. Ask your Jobber for it.

Manufactured by CARPENTER CHEMICAL CO., Detroit, Mich., U. S. A.

The following interesting advertisement appeared in a recent issue of the *Kolnische Zeitung* of Berlin:

A princely family is desirous of adopting a young man (not more than 38 years of age), on whom the title of prince would thus be conferred. Replies to be addressed, but only by very wealthy applicants, personally, to the office of this paper.—*Memphis Commercial Appeal.*

There is one thing about Gleason's grape juice which renders it particularly valuable to the druggist. It contains no preservative of any kind. This is much more than can be said of most of the fruit juices of the market. This excellent product is manufactured by the Gleason Grape Juice Co., of Fredonia, New York. If you cannot buy it of your jobber, send direct to the manufacturers for it.

The woods are full now of liquid court plasters—some bad, some good, some indifferent. "New-Skin" is the best of the lot. It is made after a formula that can't be duplicated.

Druggists who make a study of soda understand that if they want fine syrup they must start out, not with simple syrup, but with syrup made from rock candy. And there is probably no rock-candy syrup which is in all respects so satisfactory as the "Triple Refined Product" manufactured by Dryden & Palmer, St. James Building, New York, N. Y. It is sold by jobbers everywhere, but in case you should not be able to find it, it will be supplied to you direct by the manufacturers.

"Arrh! Get off the earth!"
"I am, sir. May I come down after you have passed?"

A Tremendous Growth.—The M. P. Gould Company, drug-store and medical advertisers, New York, inform us that the growth of their business during the last two years has been tremendous. They state that the advertising which they have been doing in all the leading drug journals in this country and in England, along with the great amount of direct advertising which they are constantly doing, has brought them more business than they ever anticipated. We would refer our readers to this firm's one-half page advertisement on another page of this issue, and especially call their attention to the coupon which is attached to this advertisement, and which, if cut off and returned to the M. P. Gould Company, under conditions named, is worth $2. Address all correspondence and requests to M. P. Gould Company, Bennett Building, New York.

THERE are sticky fly-papers and sticky fly-papers, with all the difference in the world between them. There is one kind, however, that does the business. It is "Stick'em." This admirable product is made by the Grand Rapids Sticky Fly Paper Company, of Grand Rapids, Michigan. It costs thirty cents per carton of any jobber.

A MISSOURI paper's obituary column contains the following pathetic poem:

The window was open,
The curtain was drawn;
A microbe flew in,
And our darling was gone.

—*Chicago Record-Herald.*

DRUMMER: "Dramatic manager, I presume?"

Fellow Passenger: "No, landscape photographer. I am getting up a new book entitled 'Beautiful America.'"

"Eh? Photographer? Then what are you doing with that carload of theatrical scenery?"

"The canvases are painted with forest scenes. I use them to cover up the bilious bitters and purgative pill advertisements."—*New York Weekly.*

IT DOES THE BUSINESS!—The Eastman Capsule Filler is one of the few instruments on the market which gives thorough satisfaction. Here are a couple of letters which explain themselves:

COFFEYVILLE, KANSAS, Feb. 23, 1903.

L. K. Eastman, Detroit, Mich.:

DEAR SIR—Enclosed and draft for $15.00 and send me 1 Eastman Capsule Filler.

If it will do all you claim, it is well worth the money; if it won't it will be another proof of an old saying about parting money from its owner.

Yours truly,
E. M. KANE.

COFFEYVILLE, KANSAS, April 16, 1903.

Mr. L. K. Eastman:

DEAR SIR—In reply to yours of the 11th will say: Your Capsule Filler is all that you claim for it, in our opinion. It has been in use every day since we received it, and we find that it is a time-saver, a time-saver, and gives a neater, cleaner product than the old way of filling capsules by hand. In fact am very much pleased with the little machine.

Yours truly,
E. M. KANE.

CARTHAGE, MO., March 8, 1903.

Mr. L. K. Eastman, Detroit, Mich.:

DEAR SIR—Last fall I bought one of your Capsule Fillers. I am highly pleased with it. Just a few minutes ago I finished three 24-capsule prescriptions with No. 1 capsules in 33 minutes, boxed and labeled.

Yours truly,
FRANK EDEL.

BOBBY'S COMPOSITION ON PARENTS.—Parents are things most boys have to look after them. Most girls also have parents. Parents consist of Pas and Mas. Pas talk a good deal about what they are going to do, but mostly its Mas that make you mind.

Sometimes it is different tho. Once there was a boy came home from college on vacation. His parents lived on a farm. There was work to be done on the farm. Work on a farm always has to be done early in the morning. This boy didn't get up. His sister goes to the stairway and calls:

"Willie, 'tis a beautiful morning. Rise and list to the lark."

The boy didn't say anything. Then Ma calls:

"William, it is time to get up. Your breakfast is growing cold."

The boy kept right on, not saying anything. Then his Pa puts his head in the stairway, and says he:

NO DRUG PAINT STOCK COMPLETE WITHOUT IT

10-FOUNTAIN FORMULAS 25c TRADE WINNERS

AVENUE PUB. CO., 498 Euclid, Cleveland, O.

"Bill!"

"Coming, sir!" says the boy.

I know a boy that hasn't got any parents. He goes in swimming whenever he pleases. But I'm going to stick to my parents. However, I don't tell them so, 'cause they might get it into their heads that I couldn't get along without them. Says this boy to me:

"Parents are a nuisance; they ain't what they're cracked up to be."

Says I to him:

"Just the same, I find 'em handy to have. Parents have their failings, of course, like all of us, but on the whole I approve of 'em."

Once a man says to me:

"Bobby, do you love your parents?"

"Well," says I, "I'm not a quarreling with 'em."—*Tit-Bits.*

"Why I Decided to Study Pharmacy in Detroit."

The reasons given by one of our graduates are interesting and worthy of consideration by all prospective students:

FIRST—Detroit is the world's pharmaceutical center and presents great attractions to the earnest pharmacy student.

SECOND—The PHARMACY DEPARTMENT of the Detroit College of Medicine I found, upon examination, to be a well-equipped institution having large and convenient laboratories and lecture rooms.

THIRD—The course is thorough, furnishing a splendid preparation for one's life work.

FOURTH—The expenses are low, the college fees being very moderate, and the cost of living being less in Detroit than in any other large city I know of.

Many other convincing reasons could be cited. If you expect to take a college course in pharmacy, write for our catalogue.

W. H. ALLEN, Ph.G.,
Secretary of the Faculty,
307 Trumbull Ave., DETROIT, MICH., U.S.A.

A Good Reason.—Jones: "Why do they call that Pullman porter Doctor?"

Smith: "Why, because he has attended so many berths."—*Cornell Widow.*

The Landlady and Her Rabbit.—At Bow Street, London, a respectably-dressed woman applied to Mr. Marsham for advice respecting her rabbit.—Mr. Marsham: For What?—Applicant: My rabbit, your worship. I have got a gentleman rabbit, and my young man lodger has a lady rabbit.—Mr. Marsham: Well, what of that?—Applicant: Well, unknown to me, my lodger took my gentleman rabbit to see his lady rabbit.—Mr. Marsham: What was the result?—Applicant (impressively): Nine little rabbits, your worship. (Loud laughter.)—Mr. Marsham: That is very satisfactory.—Applicant (indignantly): Not at all. Why he only wants to give me one rabbit as my share of the litter.—Mr. Marsham: That is not a bad share. I suppose your rabbit suffered no harm.—Applicant: Didn't he though. Why the other one tore all the hair off the poor dear's back. (Laughter.)—Police-sergeant Ford, warrant officer, was directed to suggest to the lodger that he should give his landlady at least two rabbits.—From a London newspaper sent in by a Bulletin reader.

Bings: "How do you cook that new breakfast food you manufacture?"

Bangs: "Just add hot water and serve."

Bings: "But how do you manage to place it before the public?"

Bangs: "Just add hot air and nerve."—*New York Times.*

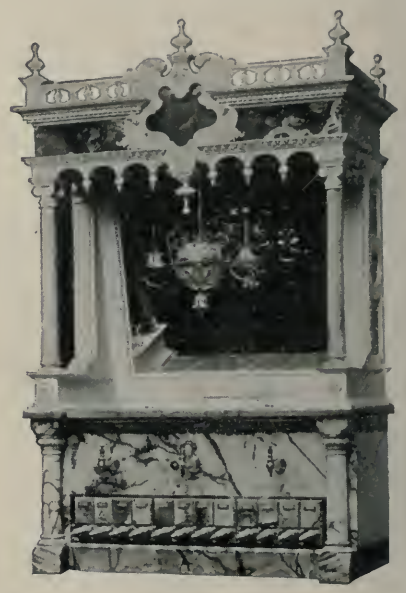
Tommy: "Can we play at keeping a shop in here, mamma?"

Mamma (who has a headache): "Certainly, but you must be very quiet."

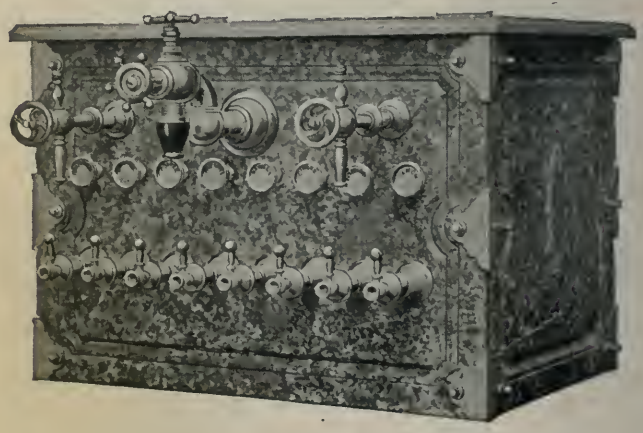
Tommy: "Well, we'll pretend we don't advertise."—*Ex.*

Soda Fountains and Carbonators.—We are pleased to call your attention to the attractive advertising insert of the American Soda Fountain Co. between pages 8 and 9 of this issue of the Bulletin.

The American Soda Fountain Co. are headquarters for



Soda Fountains and supplies. They are the largest manufacturers in the world of new and down-to-date apparatus. Below we show one of their new 12-syrup Fountains. They have large factories in four of the large cities of the United States where they are busy night and day turning out these most beautiful fountains. Their large corps of designers are



at your service should you require or desire any change of design. They build to please their customers, and will make an apparatus to fit any corner of your store.

The engraving below shows one of about one thousand second-hand fountains which the company have in their warerooms. They have all been remade in the company's factories, and are as good as new for service. The insert shows

a few types of these. They can supply you with any kind of a fountain, from a simple gooseneck to a large, handsome onyx apparatus at a fraction of their original value.

The last page of the insert is devoted to the "Reliable" Carbonator. Every dispenser should know this little machine. Just think of making your own soda water at one cent per gallon. This has been made possible only by this wonderful little Carbonator.

The name "Reliable" is most expressive. Look it up in the dictionary, and recollect that the machine never goes back on

the definition. Make your own soda water with a "Reliable." Don't pay 10 cents per gallon for water in tanks. It does not pay.

When you are in need of a Fountain, Carbonator, or anything required or desired by the down-to-date dispenser, remember that the American Soda Fountain Co. can supply you instantly at lowest prices and on easy terms.

Write, wire, or 'phone the American Soda Fountain Co. at Boston, New York, Philadelphia, Chicago, St. Louis, Baltimore, Atlanta, Denver, San Francisco, Dallas, or Oklahoma.

FRIEND: You'll never sell those goods. What in the world made you buy 'em?

Country Storekeeper (with a sigh): A New York drummer.—*Chicago Grocer.*

Two Missouri editors are in hot water about typographical errors. One of them published an elaborate theatrical notice of a performance of "Calomel," meaning "Camille," and the other in an account of a wedding characterized the bridegroom as a man of stealing qualities," instead of sterling qualities.—*Kansas City Star.*

A PHILADELPHIA contemporary has discovered a joke in a dictionary, no other than the learned and staid "Century." It is one of those unconscious bits of humor:

Under the word "question" is the following:

"To pop the question—see pop."—*Milwaukee Wisconsin.*

Druggists, DON'T Experiment!!

With Untried Construction in Metal Chairs, Stools, and Tables.

All Users, of Soda Fountains, if wise, will buy

Andrews'—The Best.

EXTRA-SIZED STEEL ROD, COPPER PLATED AND POLISHED.

Attractive, Artistic, Cleanly and Indestructible,

As well as Inexpensive.

Good for **100 years' wear.** The steel rod used by us EXCLUSIVELY is exactly the correct thing, as is our Jap. copper plating.

Beware of inferior imitations that play out in 60 or 90 days.

Address for Catalogue, Mfrs.,

The A. H. Andrews Co.,

174 and 176 Wabash Ave., CHICAGO.

THE HISTORY OF VACCINATION.—Immermann states that long before Jenner introduced vaccination, it was known that cowpox (a disease of cattle similar to human smallpox) was communicable to man. In 1763 Heim noted that the accidental infection of individuals with cowpox protected them against smallpox. This is termed immunity. Von Humboldt, in the account of his travels published in 1803, spoke of this immunity among the natives of Mexico, and Brun noticed it in Beluchistan. Sutton and Fewster attempted vaccination in 1778, but failed. Benjamin Jesty, an English farmer, however, had successfully vaccinated his wife and children in 1774. But the discovery of the actual value of vaccination and its importance to the human race is universally accredited to Edward Jenner, a British physician, who began his investigations in 1796 and published the result of them in 1799 and 1800. He noticed that milkers who contracted cowpox, by infection of their hands, did not get the smallpox, and this first attracted his attention to the subject, and formed the basis of his observations. On May 14, 1796, he had an opportunity to put his theories to a practical test by inoculating James Phipps, a lad about eight years old, with cowpox lymph. Six weeks later the decisive test was made, by vaccinating the boy with the virus of smallpox, which, as Jenner predicted, failed to produce its usual effects. A confirmatory experiment was not made until two years later, and then with equal success. In spite of the manifold objections at once raised against vaccination, the practice soon became wide-spread, extending from England to the continent, and thence to the United States.

Dr. Waterhouse, of Boston, was the first person in this country who received vaccine virus in an active state from England, and with it he immediately vaccinated the members of his own family. About two months after his children had

BEESWAX

TRADE **WHB** MARK

Stamped upon each cake of both YELLOW and WHITE is GUARANTEED to be strictly PURE BEESWAX.

W. H. Bowdlear & Co.,

BOSTON, MASS., U. S. A.

Cable Address: "BOWDLEAR, BOSTON."

been vaccinated he had them admitted into the smallpox hospital at Brookline, Mass., for the purpose of testing their immunity. Finding they did not take the disease from exposure to the germs of it, he had them inoculated with fresh matter, taken from a patient. As they resisted the disease from this source also, Waterhouse, being fully convinced of the efficacy of vaccination, remarked: "One fact in such cases is worth a thousand arguments."—Dr. Hugo Ericksen, in the *American Boy.*

His Provision.—"Oh, doctor! I'm so glad you've come. My little girl has such a——"

"Now, don't tell me what she has, Nellie, 'cos I'm the Doctor, an' I've got to try an' guess."—*Brooklyn Life.*

The ideal fuel for spirit lamps, chafing dishes, etc., is the purified brand of wood alcohol known in the market as "Colonial Spirits." This product is equal to grain alcohol for all purposes except internal administration. A sample will be sent to any interested druggist upon application to Berry Bros., Detroit, Mich.

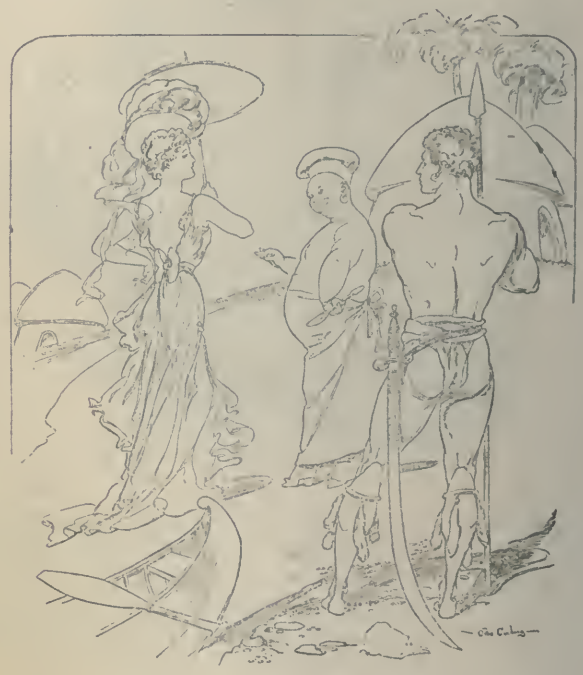
The advertisement of a rural practitioner reads in this way:

"Teeth pulled and limbs cut off while you wait. Also, night school and music teachin'. Terms, cash in advance. Chickens and eggs is good as money. Also, wood taken—oak and pine." —*Atlanta Constitution.*

Farmer Hayrix (looking over paper): "Skinem, the druggist, is closing out his entire stock uv patent medicines at half-price."

Mrs. Hayrix: "That's jist our pesky luck! They hain't a thing the matter with any uv the hull fambly."—*Chicago News.*

Live druggists are always on the lookout for special offers. One is made by the Lightning Medicine Co. elsewhere in the present issue of the Bulletin (consult the index of advertisers on advertising page 3) which is worthy the time of every druggist to consider most carefully. The offer will hold good for one month only, and will not be repeated in the Bulletin.



The Soubrette: Am I in time for the *entrée* to his majesty?

The Cook: No, birdie, the *entrée* is served. But with a little proper dressing you might go in with the salad!—*Life.*

The Bulletin was in receipt last month of about the finest lot of advertising matter that it has ever seen. It hailed from the Liquid Carbonic Acid Company, of Chicago, New York, Pittsburg, St. Louis, Milwaukee, and a dozen more places on the globe. We would advise every reader of the Bulletin to send at once to the company, and ask for a similar package of this advertising material. It will mean money in your pocket! Incidentally we may say that the Liquid people have some of the most beautiful fountains to be found anywhere in the world. They represent the highest achievements of art combined with utility and service.

Mr. Nuwed (gloomily): My salary has been cut down ten per cent.

Mrs. Nuwed (cheerily): Oh! don't worry about that, dear. Silk, Ribbon & Co. are advertising perfectly lovely things at a reduction of twenty per cent.—*Ex.*

SPICK: A new doctor has moved in next door, but his very name would kill his business.

Span: What is it?

Spick: Phil Graves.—*Col. Med. Journal.*

TALK No. 4 is given this month by the "Expert." He is a most interesting chap! He holds forth on the advertising page opposite to the first page of the BULLETIN's monthly "Current Prices."

GEORGE: "And how is that little daughter of yours getting on in the theatrical world?"

Jim: "Oh, splendidly. Why there's a hair wash, a hat, an umbrella and a cooking stove named after her."—*Ex.*

A LETTER.

ROCK ISLAND, ILL., June 1st.

To the Retail Druggist, Jobber, and Trade Generally:

GENTLEMEN—Please refer to page 27 of this issue for our special Souvenir Announcement as it will not appear again or be repeated.

Owing to the frequent demands for a dollar size of Mull's Grape Tonic, it has been deemed advisable at this time to prepare one, and we take this means of bringing it to your attention.

As a permanent constipation cure, Mull's Grape Tonic, the crushed-fruit tonic laxative, has in a short space of time demonstrated its worth. It is unique in that it is entirely different from any other compound. Once your customer has used a 50-cent bottle, it will be an easy matter to sell him the $1.00 size next time. The chances are he will ask you for it.

Now a $1.00 sale is over twice as desirable as a 50-cent sale, since it more than doubles the profit. It does not take any more time and ability to make a $1.00 sale than a 50-cent sale, assuming that the remedy has been tried and given satisfaction.

When you assure a 50-cent Grape-Tonic customer that for $1.00 he can get 2½ times the quantity of a 50-cent bottle, you've made the sale because its a saving to him. As our special inducement is good only for the month of June, we trust you will give it your attention to-day. We appreciate your favors and will assist you all we can.

Very truly yours,
THE LIGHTNING MEDICINE CO.,
Rock Island, Ill.

GOVERNMENT BY MAJORITY.—"What's the matter old boy?" asked his friend.

"Why, the fact is," said Paterfamilias, "I've just vetoed an Easter appropriation, but the family has passed it unanimously over my head!"—*Puck.*

HE got into a down-town car that was crowded. It was late in the afternoon during the rush hours. It was evident that he had hit the flowing bowl one too many. It was a difficult matter to tell whether his cravat was his hatband or his hatband was his cravat.

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

And yet, considering the load of responsibility he carried, there was a certain remnant of dignity about him which was preserved by a masterly effort.

Seizing a strap in the sardine car, he oscillated back and forth unsteadily, meanwhile gazing thoughtfully into the upper portion of the car. The other sardines in the car were pressing him rather snugly; this braced him up some. Suddenly, as he gazed, his face brightened, and he bawled out:

"C'nductor! I shay, c'nductor—I wants you!"

"What's the trouble?" demanded the conductor with some asperity, elbowing his way toward the man.

"Where'sh zhe Sears buil'ing?"

"Sears building? It's not on this line."

There was a pause, during which the man continued to gaze into the upper portion of the car.

"Do you want the Sears building?" went on the conductor.

"No," replied the man.

"Oh, you dunno what you want," snapped the conductor, as he turned away in disgust.

"Yesh, I do," declared the man with conviction—"I want spacesh. I want spacesh—thash wot I want—spacesh!"

All the car was listening by now.

The sandwiched jag pointed an unsteady finger toward the direction of his gaze. A great many eyes followed it. There in the corner of the car, flanked by an advertisement of six plates of soup for 10 cents and by another setting forth the merits of shoe polish, was this sign standing out in bold letters:

"For space in this car address ——— & Co., Sears Bldg., Boston."—*Boston Post.*

DO YOU MAKE YOUR

ICE CREAM

FROM CUSTARD?

DON'T DO IT? YOU CAN INCREASE YOUR BUSINESS TENFOLD BY USING

SAENGER'S

CRE-MO

TRADE-MARK.

SOLVES THE PROBLEM OF A GOOD PROFIT IN 5 CENT ICE CREAM SODA.

Used by all up-to-date druggists, confectioners and venders of Ice Cream.

ITS ADVANTAGES.

1.—No delay in heating.
2.—Does not require the use of eggs or gelatine. Gelatine may be used if desired.
3.—One powder will convert one gallon of milk into pure cream, incomparable in richness and delicacy of flavor.
4.—Increases the body of frozen cream by at least 33⅓ per cent.
5.—Lessens the consumption of ice, as by its aid cream is frozen in half the time.
6.—Renders the cream perfectly solid and as smooth as velvet to the taste. (Custard cream freezes in small granules.)
7.—Does away with the formation of crusts of ice as is always found in Custard cream, due to sweating on the inside of the container.
8.—Renders cream more healthful and acceptable to weak or delicate stomachs.

Boxes containing 12 powders of 10 grs. each,		50c. box.
Boxes " " " "		$4.00 per doz.
Ounce bottles		1.00 per oz.
Pound bottles		12.00 per lb.

Further particulars upon application.

PREPARED AT SHREVEPORT, LA., BY

SAENGER BROS., The Mfg. Chemists.

FLY BUTTONS

Six heavy sheets, 8½ inch diameter, poisoned paper, red label, wire staple through center, called buttons from circular form. Kills flies and ants quickly. RETAILS AT 5 CENTS.

FOR THE TRADE.

30 cents per dozen—Fancy Boxes, 3 dozen. Place on show-case, sales increase five-fold. Pays to push. Each box has a coupon, equivalent to 5 cents per dozen off.

PREMIUMS.

For 2 coupons—Rubber Dating Stamp worth 40 cents.
For 3 coupons—Pat. Pneumatic Ink Bottle worth 60 cents.
For 6 coupons—¼ gross Fly Buttons.

START YOUR TRADE with free samples (one sheet in envelope) furnished through jobbers.

These create demand at once, for Fly Buttons bear acquaintance—sell better every year—not one season novelties. No mistake in ordering trial gross from *your jobbers*. For sample write

THE FLY BUTTON CO., Maumee, Ohio.

PSYCHE: "Cupie, dear, you look real rocky."

Cupid: "Yes; I don't know when I've felt so infernally Platonic as I feel right now."—*Puck.*

"SHE says she is always willing to listen to reason."

"Indeed?"

"Oh, yes; but she insists upon deciding for herself what is and what is not reason."—*Chicago Evening Post.*

AN efficient lemon squeezer is an essential at the soda fountain. The most suitable instrument of this nature is illustrated on advertising page 1 of the present issue of the BULLETIN by the Whitall Tatum Company. Better look it up!

A TRIFLE CONFUSED.—The Lawyer: "And what fault have you to find with the agent you are now employing?"

The Client: "I can't make out weather he is managing *my* property for *him* or *his* property for *me*."—*Brooklyn Life.*

A POETIC DRUGGIST.—The editors of the BULLETIN have received the following pharmaceutical product from Norman I. Schiller, an employee of the Frank Bros. Drug Co. of Homestead, Pa. It is only fair to remark, in case it should not be sufficiently apparent, that Mr. Schiller has not yet got to the point where he sings quite as melodiously as his distinguished German namesake of a century or two ago.

A CEREAL STORY.

A drug clerk affected with ennui,
Once filled a prescription the wrennui;
Poor, innocent lamb
Thought "g-r." meant gramb;
Which isn't correct by a lennui.

In haste to the home of the buyer
Went the clerk like a Limited Fluyer.
Found the flask on a table,
Pasted on a new lable,
Hoping thus to escape the law's uyer.

The coroner, who was a Colonel,
Duly swore by the Holy Etolonel
That the poor man had died
From taking inside,
A medicine labelled "Extolonel."

The drug clerk has since gone insane
From having "g-r." on the brane,
And loudly doth scream:
"Grammes are not what they seam"—
And thus endeth the tale of the grane.

THERE is one thing about the "Underwood" typewriter which makes it distinct. The writing is always in sight! This is a valuable characteristic to the amateur. One can always see what he is doing. If he makes a mistake, he can correct it at once. The Underwood is an admirable machine for the business man who does his own typewriting.

AN editor of a small American paper recently stated that he had been kissed by one of the most beautiful married women in the town. He promised to tell her name in the first issue of his paper next month. In two weeks the circulation of his newspaper doubled. But when he gave the name of his wife he had to leave town.—*Ex.*

GLADYS: "He said he would die if I refused him."
Ethel: "And still you refused him?"
Gladys: "Oh, yes. I think he will live long enough to propose again."

"COLUMBIAN SPIRIT"—every druggist knows what this is! It is superfluous to explain that it is a well-known brand of purified wood alcohol—the kind that is used so generally for medicinal purposes in lieu of grain alcohol.

"THESE billboards disgust me," said she. "I get angry every time I have to face one."
"They're nothing, though," said he, gloomily, "compared with the board bills that I have to face."—*Cincinnati Commercial Tribune.*

WOULD-BE SUITOR: "I desire to pay my addresses to your youngest daughter, sir. Have you any objection?"
Druggist: "My youngest daughter is already engaged, young man, but I have another daughter just as good."—*Western Druggist.*

CHICAGO COLLEGE OF PHARMACY.—The forty-third commencement exercises of the Chicago College of Pharmacy, the School of Pharmacy of the University of Illinois, were held at Steinway Hall, Chicago, on Thursday afternoon, April 23. The principal address was made by Prof. C. S. N. Hallberg, his subject being "The Materia Medica of Christian Science." The class speakers were August Harvey Bauer, salutatorian, and George William Pulford, valedictorian. President Andrew S. Draper, of the University of Illinois, conferred the degree of Graduate in Pharmacy upon thirty-eight persons, and four received certificates of having finished the course successfully, and will receive the degree when the required age and practical experience are attained. The Biroth prize, a compound microscope, was awarded by Professor Goodman to August Harvey Bauer; the Hereth prize, an analytical balance, was awarded to Henry John Schmitt by Mr. F. S. Hereth; the Becker prize, a copy of "Hager's Practice," was awarded to Wm. G. H. Hagemann by Mr. L. A. Becker. Messrs. W. G. H. Hagemann, Harry E. Stadelmann, Charles H. Schafer, and Harry Withycombe received honorable mention for excellence in scholarship.

In the evening the Alumni Association gave a banquet in honor of the graduating class, at the Palmer House. After an elaborate menu had been discussed, toasts were responded to by President L. I. Schreiner, of the association, President F. L. Hatch, of the Board of Trustees of the University, President H. W. Mahan, of the Chicago Club of University of Illinois Alumni, Prof. W. B. Day, Mr. H. A. Antram, and Secretary W. R. Montgomery of the graduating class. Vocal selections were rendered by Mr. R. E. Yarndley and Miss Ellyn Swanson.

"DON'T you think that a newspaper in smaller, more compact form would be appreciated?" said the publisher.
"No," answered his wife. "It must be large enough for a man to hold in front of his face when there are women standing in a street car."—*Ex.*

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES
AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

COMPLETE PHARMACEUTICAL EDUCATION BY MAIL

You can equip yourself for the practice of pharmacy at low cost, without leaving home, without interference with other duties, and in but a few months. A complete thorough and systematic

HOME CORRESPONDENCE COURSE

Consisting of Lectures, Recitations, Examinations on Physics, Pharmaceutical Arithmetic, Chemistry, Pharmacy, Botany, Materia Medica, Latin, Dispensing, constituting a Reliable, Comprehensive and Efficient Pharmaceutical Education.

FULL PREPARATION FOR THE BOARD OF PHARMACY.

You can begin any time, study at home, progress as rapidly as you choose.
All instruction is **Individual** for each student. **It costs but $10.00.**
Address all Inquiries, Subscription Orders and make Checks payable to

AMERICAN CORRESPONDENCE UNIVERSITY,
CHARLES W. PARSONS, Ph.C., President,
LE ROY, - - - NEW YORK.

THE "MARVEL WHIRLING SPRAY"

Marks a New Era in Vaginal Syringes.

IT IS A MARVEL.

Our Trade Mark, ***"Marvel Whirling Spray,"*** has been sustained by decisions of the ***United States Circuit Court.***

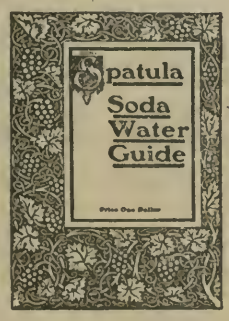
Our patents and trade mark are insured and protected against infringement by the ***Patent Title and Guarantee Co. of New York.***

TAKE NOTICE.

All infringements will be prosecuted to the full extent of the law.

MARVEL CO.,

Times Building, Room K, New York.



$500 to $1000 EVERY MONTH

Can be made from your Fountain if you study and follow this book

450 SUBJECTS

and more are touched upon in the Spatula Soda Water Guide. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box, and what to do with all the numerous accessories that now go with a fountain.

ITS FORMULAS

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

Price Postpaid with THE SPATULA, one year, $1.50,
Without THE SPATULA, $1.00.

THE SPATULA, - BOSTON.

"Do you believe that egotism and genius go together?"

"Not always. There would be a lot more genius if they did."—*Chicago Record-Herald.*

ARE you handling Vernal Saw Palmetto Berry Wine? This has become one of the best selling "patents" on the market. It has been proved to be an excellent remedy for indigestion, constipation, and kidney and bladder troubles. Write to the manufacturers—the Vernal Remedy Co., of Buffalo, New York.

ACCOUNTED FOR.—Mother: "Johnny, how is it you stand so much lower in your studies in January than you did in December?"

Son: "Oh, everything is marked down after the holidays, you know, mother!"—*Puck.*

"MY wife says, sir, that you attempted to kiss her."

"My profuse apologies, sir. It was dark, and I thought it was some one else."

"Don't mention it. I've made the same mistake myself."—*Life.*

A NEW YORK paper which publishes daily a list of vessels entering New York harbor from Long Island Sound runs the list under the stereotyped head, "Passed Through Hell Gate." Recently an error occurred and the head was placed over the death notices.—*Buffalo Times.*

ONE of the best schools in the country is the Highland Park College of Pharmacy, of Des Moines, Iowa. It is open throughout the entire year, and the expenses are very reasonable. Send for catalogue to the president, Mr. O. H. Longwell.

WHILE in one of the smaller cities of Ohio recently the writer came across a sign prominently displayed in the window of the main store of the town, which read as follows:

Pickled pigs' feet, our own put up.—*Chicago Record-Herald.*

A GOOD ice-cream cabinet is necessary at the fountain; and perhaps the best cabinet on the market is that made by the Chocolate Cooler Co., of Grand Rapids, Mich. This cabinet is illustrated in advertisement of the company elsewhere in the present issue of the BULLETIN. Consult the index of advertisers on advertising page 3.

LINES TO A SKELETON.—The following poem has a curious history. Nearly one hundred years ago it was first printed, and excited much attention. It was said to have been found in the Museum of the Royal College of Surgeons, Lincoln's Inn, London, near a perfect human skeleton. Every effort was made to discover the author, even to the offer of a reward of fifty guineas, but the poet still remains anonymous.

LINES TO A SKELETON.

Behold this ruin! 'T was a skull,
Once of ethereal spirit full;
This narrow cell was life's retreat,
This space was thought's mysterious seat.
What beauteous visions filled this spot!
What dreams of pleasure long forgot!
Nor hope, nor joy, nor love, nor fear
Have left one trace of record here.

Beneath this mouldering canopy
Once shone the bright and busy eye;
But start not at the dismal void,—
If social love that eye employed,—
If with no lawless fire it gleamed,
But through the dew of kindness beamed,
That eye shall be forever bright,
When stars and sun are sunk in night.

Within this hollow cavern hung
The ready, swift and tuneful tongue:
If Falsehood's honey it disdained,
And where it could not praise was chained;
If bold in Virtue's cause it spoke,
Yet gentle concord never broke,—
This silent tongue shall plead for thee
When Time unveils Eternity!

Say, did these fingers delve the mine?
Or with its envied rubies shine?
To hew the rock, or wear the gem
Can little now avail to them,
But if the page of Truth they sought,
Or comfort to the mourner brought,
These hands a richer meed shall claim
Than all that wait on Wealth or Fame.

Avails it whether bare or shod,
These feet the paths of duty trod?
If from the bowers of Ease they fled
To seek Afflictions humble bed;
If Grandeur's guilty bribe they spurned,
And home to Virtue's cot returned,—
These feet with angel's wings shall vie,
And tread the palace of the sky!

EVERY druggist who makes his own ice cream ought to be interested in the product which has been brought out by Saenger Bros., of Shreveport, La. It is called "Cre-Mo." Through the use of this product it is possible to lessen the cost of ice cream very materially without lessening the quality in the least. It solves the problem of a good profit in five-cent ice-cream soda. If you are interested—and you ought to be—write for particulars to the manufacturers.

PECULIARITIES OF LONG ISLAND.—The class in geography in one of the Brooklyn schools was asked by the teacher: "What are some of the natural peculiarities of Long Island?" The pupils tried to think, and after awhile a boy raised his hand.

"I know," said he.

"Well, what are they?" asked the teacher.

"Why," said the boy with a triumphant look, "on the south side you see the sea and on the north side you hear the sound."—*Chicago Chronicle.*

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

JUNE

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

ABSORBENT COTTON.—To those using absorbent cotton in quantities of 100 pounds or more, it is not only important to know that the Maplewood Mills, of Fall River, Mass., are the largest American manufacturers, but that they are pioneers in low, anticombination prices. They make three qualities, Excelsior, Standard, and Sanitary; also Absorbent Waste;

and their cottons are strictly up to the U. S. P. test in every particular, as the utmost care is employed in every stage of preparation, their aim being the production of a first-class cotton that speaks for itself. Experts state that the spring water used in the preparation of their goods is unsurpassed by any in the country.

NOT SELF-SUPPORTING.—The little boy was doing his home lessons, and was asked if he knew who Atlas was.

"A giant who was supposed to support the world," answered the child.

"Oh, he supported the world, did he?"

"Yes, sir."

"Well, who supported Atlas?"

The little fellow was nonplussed for amoment, but after some thought said:

"I expect he must have married a rich wife."—*Tit-Bits.*

THE California College of Pharmacy, of San Francisco, is noted the country over for the excellence of its course of study. The institution is of a very high standard indeed. The well-known Dean is Prof. W. M. Searby, of 400 Sutter Street, San Francisco, Cal. Prospective students on the Pacific coast should write Professor Searby for an announcement.

FROM CHAUTAUQUA VINEYARDS.—Lending variety to the recent Pure Food Show, at Buffalo, N. Y., and at the same time being strictly a pure food, was the exhibit of the Chautauqua Fruit Company which served Randall's Grape Juice at an attractive booth. Thus says the *Illustrated Buffalo Express.*

With the knowledge of the value of pure grape juice as an appetizing drink and as an aid to those who need a tonic food, the preparation of unfermented grape juice has become one of our national industries. Of the many preparations of grape juice now on the market, none ranks higher than Randall's Grape Juice, and this is easily explained by the fact that the Chautauqua Fruit Company owns its own vineyards in the section made famous as the home of the Concord grapes. The fruit is pressed as soon as it is picked and sorted, and the Pasteur method of sterilization enables this company to preserve the grape juice just as it is pressed from the fruit.

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

Those who have visited the plant of the Chautauqua Fruit Company at Ripley, N. Y., are always impressed by the absolute cleanliness throughout, and the fact that the juice is never in contact with metal of any kind explains in a measure the delicate flavor of Randall's Grape Juice. Everything that science, care, and cleanliness can do to give the juice to customers just as it comes from the best fresh grapes is employed by this company; and it was a real satisfaction to many to learn about Randall's Grape Juice, and the many orders placed during the Food Show made it evident that this preparation of unfermented grape juice has only to be tried to be appreciated.

HIS FIVE-DOLLAR DERBY!—"There is a little drug store in the northern part of the city that is losing its cigar and tobacco trade, and I could tell the proprietor why, but I won't," said Biggs, on the back platform of a car.

"And why not?" asked one of his friends.

"Because I have suffered by that man's foolishness. So have others who are now patronizing different shops. The blanked chump has a new awning in front of his place. That is ordinarily a good thing on a sunshiny day, but this man's awning is only about five feet from the ground.

"The first noon that it was up I dodged under it to buy a cigar, expecting to be able to hustle out and catch the next car for down town. Going into the shade of the awning from the glare of the street outside, I ducked my head low enough to be safe, as I thought. One of the iron braces caught my derby right across the middle, and there was a crushing sound that was sickening to me. The crown of my hat was smashed down on top of my skull, and before I looked at the derby I knew that a $5 bill had been burnt up.

"I tried to preserve my dignity as I entered the store, straightening the folds out of my headgear, and it was hard work. I was prepared to say something eloquent, but the proprietor was not in. I faced a woman clerk.

"Now, what could I say to a woman? Having never worn a derby that cost a V, she could offer nothing but cold sympathy. She said very sweetly, 'What can I do for you?' I replied, 'Let me look at your city directory.' I took it and pointed to the name of my hat dealer. 'If you will order a new No. 7 3-8 derby for me I will let you have this one, which is ruined by your dinged awning.'

"I am sure I said dinged. The woman, I understand, reported to the proprietor that I used insulting language in her presence. Perhaps I did, and, if so, under ordinary circumstances, I would be sorry for it. But the proprietor has made no offer to buy me a new hat, and he has not had his awning raised. Other fellows have had hats destroyed in the same manner.

"Now, if that drug store man wants to run a cave that you must enter on your hands and knees, I am satisfied, if he is; but no more of it for me as long as there are other shops that don't wear hoopskirts on their front doors."—*Detroit Free Press.*

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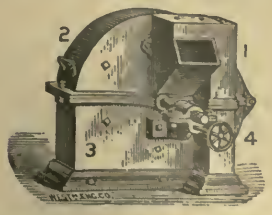

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The illustrations show a 20-drawer cabinet, and a drawer with the partitions in place and filled with cuts.

Mention this journal when writing.

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EDITORIAL.

THE "UNITED CIGAR STORES COMPANY."

The law of compensation is well-nigh universal in its operations; and the trust, while bringing us many economies and advantages, brings us also disadvantages and evils which it will take considerable time to overcome. With some trusts, indeed, the bad outweighs the good; and this seems to be the case with the United Cigar Stores Company. With the operations of this company druggists in the larger cities are doubtless familiar from personal observation—more familiar than they would probably like to be. It is strongly declared and generally believed that the company is simply a creature of the tobacco trust, which already dominates the situation with respect to the production of cigarettes, manufactured tobacco, Turkish tobacco, and snuff, and which is rapidly gaining domination likewise in the manufacture of cigars. The United Cigar Stores Company handles the goods only of the trust, and it is supposed that the arrangement is merely a Dr. Jekyl and Mr. Hyde contrivance by means of which the trust will seek to gain that control over the retail branch of the tobacco trade which it already has in a measure over some of the manufacturing branches. This, however, is indignantly denied by the United Cigar Stores Company, and the truth of the supposition has yet to be established.

At any rate, the operations of the company are proving sufficiently disagreeable to the retail tobacco trade throughout the country. The purpose seems to be to gain control of the best stores in each large city. If the owners of such stores cannot be induced to sell, effort is made to drive them into failure by those unfair methods of competition which have made the Standard Oil Company famous—or *in*famous. A large and handsome shop is placed alongside of the refractory dealer and the process of "smoking-out" is begun. First, the dealer's trade is attracted away from him by means of superior window displays, a larger stock of goods, and a finer store. If this does not sufficiently avail, prices are cut far below the point where an independent retailer can long maintain himself, and are kept there until the expected happens, when they are put back to their normal position again.

Naturally enough, this rapacious form of aggression has aroused the indignation of retail tobacconists all over the country. They have flocked together for self-defense in every large city, formed determined local associations, brought these together into a national body, secured the backing of the independent manufacturers and the leaf-tobacco dealers, and discontinued the sale of all trust-made goods. The druggists of the cities involved in the struggle are more or less affected by the situation, of course, and in many instances they have joined hands with the tobacconists. The war is on, and it is not possible to foretell what the outcome will be. Meanwhile, however, the United Cigar Stores Company, with apparently unlimited capital at its command, continues to increase the number of its stores. Two months ago it was said to have gained

control of over four hundred, and at the present writing the number is probably not far from six hundred. Meanwhile, also, the same condition of things is appearing in England, although in that country the tobacco trust itself—The Imperial Tobacco Company—is avowedly conducting the operations and is playing the rôle of aggressor.

The situation is rather a disagreeable one, but it seems to us that the remedy suggested by economic progress, and made practically necessary by the very nature of the case, is that of forming one or more combinations in each city to compete on equal terms with the United Stores combination. In the modern era of commerce and industry, organization must be met with organization, and combination with combination. In fighting a man with a sword one must have a sword himself. If he uses a clasp knife there is only one thing to expect—death.

THE MYSTERY OF RADIUM.

The deep interest which was caused a decade ago by Roentgen's discovery of the *x*-rays has been well nigh eclipsed by the wonderful properties of the wizard metal, radium, and other radioactive substances. The world had not recovered from its astonishment over Roentgen's announcement that rays could be generated electrically which, while invisible to the unassisted eye, readily passed through opaque substances, when Henri Becquerel found that salts of uranium gave off continuously, and without any electrical or other inducement, a form of radiation very much resembling the *x*-rays themselves. And ever since then—this was in 1896—one substance after another has been discovered to possess this remarkable property.

Madame and Monsieur Curie, of France, became intensely interested in the subject, and in time discovered in pitchblende* a substance far more active in Becquerel rays than uranium or its salts. This they appropriately called "radium;" and radium has been quite generally accepted as an unquestioned addition to the list of elements. Later on salts of thorium were found by English investigators to possess radioactive properties; and one substance after another was subsequently added to the list. The latest contributor to the succession of surprises was a Western experimentalist who announced recently that he had successfully exposed a photographic plate by the rays emitted from a living person, securing readily the image of a key which had been placed on the slide of a closed plate holder!

The Becquerel rays have now been found to be of a composite nature, containing not less than three distinct forms of energy: A-rays are absorbed by opaque substances; B-rays, on the other hand, like those discovered by Roentgen, readily penetrate opaque bodies; and then there are luminous or visible rays manifest to the unassisted eye. Respecting the power of the luminous rays, it may be said that anhydrous radium chloride and bromide emit sufficient light to become visible in a dark room. Radium, too, is said to have the most remarkable effect upon the human eye. If a vial containing it is brought near the closed eye of a person the sensation of great light is felt.

One remarkable thing about radium is that it constantly gives out its energy without suffering any loss of weight or diminution of activity. A sample of the metal will radiate enough energy, indeed, to melt half its weight of ice per hour. Where does this mysterious power come from? Whence the unfailing supply of it? Scientists have evolved theories to explain this wizard quality, but so far they have not been able to agree even among themselves. Perhaps the most plausible explanation so far advanced is that the radium derives its energy from the air surrounding it, the atoms of the metal possessing the faculty of abstracting the kinetic or motor energy from the rapidly moving air-molecules, while they are able to retain their own energy when in collision with the more slowly moving molecules of the air.

*The mineral pitchblende, or uranite, M_3O_8, is the native source of uranium.

GROSS VS. NET PROFITS.

One of the most vital business problems with which the pharmacist has to deal is that of so calculating the selling price of his goods that he will realize a living profit. And it is obvious that this calculation can never be made intelligently until one knows what it costs him to conduct his business. In a suggestive article contributed some time ago to the *Pharmacentical Era,* C. G. Buchanan endeavors to estimate the factors which enter into and comprise the cost of carrying on a retail drug store. It is evident that he has in mind a country rather than a city business; and, since the two classes of stores present quite marked differences in some respects, this distinction should be kept in mind in studying Mr. Buchanan's figures.

His tabulated statement of the weekly expenses of a store doing an average business of $25 a day, or $175 a week, is as follows:

Interest on investment of $4000	$4 61
Rent	8 00
Insurance	·75
Heat and light	2 50
Proprietor's salary	15 00
Head clerk's salary	12 00
Salary for boy	5 00
License and taxes	1 50
Incidental expenses	3 00
Advertising	2 00
Total expense of the week	$54 36

The average gross profit which pharmacists endeavor to realize, says Mr. Buchanan, is 50 per cent. But a 50 per cent profit in a weekly business of $175, which is one-third of that amount, is only $58.83; and therefore a net profit is left of but $3.97 for the week! This means a yearly profit of $206.44 —surely not a kingly return for one's time and strength.

Of course it must be noticed that in his list of expenses Mr. Buchanan has included an estimate of $15 per week for the proprietor's salary, so that this is realized in addition to the annual net profit of $206.44. It must also be noticed that Mr. Buchanan makes no allowance for deterioration in fixtures and stock, a factor which must not be ignored. Five per cent is a low estimate for this element, which means a weekly figure of about $4. On the other hand, it seems to us that Mr. Buchanan's estimate for clerk and boy hire is somewhat large for such a business as he has in mind.

After every possible revision of the figures, however, it remains sufficiently manifest that an average gross profit of 50 per cent is not great enough to yield the pharmacist sufficient returns. On many goods, such as "patents," he frequently has to accept much less than 50 per cent, but the balance should be considerably more than restored by large returns on sundries and the like, where a gross profit of from 75 to 150 per cent may often be realized.

Many a pharmacist fails of financial success because he unknowingly sells his goods without profit, and often, indeed, at a positive loss. He doesn't realize how much it costs him to sell goods—how large his percentage expense really is. Let him do a little figuring. Let him find out just what his *net*—not his *gross*—profit amounts to, and then he will be in position to mark goods with intelligence and success.

HE GRASPED HIS OPPORTUNITY!

Pharmacists have been told over and over again that as educated men they should make themselves the common chemists of the common people, or possibly go a step farther and establish a reputation as skilled chemists to be called upon for work of scientific or legal importance. But how many have taken this advice to heart and transformed it into practice? How many of the students who graduate at our best colleges of pharmacy take advantage of the training given them and grasp the opportunity presented? How many?

We hesitate to reply.

And yet occasionally one hears of a man who has had the courage of his convictions. Such a man is George M. Beringer, of Camden, New Jersey. Frequently we see newspaper and other accounts of Mr. Beringer testifying in court regarding an examination he has perhaps made of the stomach of some individual whose death is supposed to have resulted from poisoning. Here is a portion of an account clipped from a recent issue of the *Camden Telegram:*

MOUNT HOLLY, May 20.—The report of Chemist George M. Beringer, of Camden, on the analysis of the stomach of Constable Albert A. Phares, of Jacksonville, whose death occurred a week ago last Monday under suspicious circumstances, has been submitted to Prosecutor Atkinson. It is reported that Chemist Beringer found that the dead man's organs contained poison.

Other scientific services of a similar nature Mr. Beringer likewise performs. He does chemical work for the general public; he does uranalytical and similar work for physicians; and it is abundantly evident that he has seen his opportunity and grasped it. Given a good education, he has used it. Knowing how to do things, he has done them.

Why can't others do likewise?

The alumni of the School of Pharmacy of the University of Minnesota has decided to present the University with an oil portrait of Prof. F. J. Wulling. Professor Wulling is dean of the Pharmacy Department, and has rendered a service to the University and to pharmacy which makes this tribute suitable.

A law forbidding the use of slot machines passed the last legislature of Kansas, and the druggists of the State are now afraid that it prohibits them from using what are known as "trade" machines—those which pay in cigars or similar goods.

THE OBSERVER'S COLUMN.

The annual bicycle season is now at its height, and one of its usual accompaniments is a certain type of window display which never fails to give the Observer a profound disgust. Ever since the season fairly opened he has with uncomfortable expectation looked in every druggist's window, fearing the worst but hoping against fear that perhaps decency had increased in the world enough to cause the elimination of this particular manifestation of *in*decency. But, alas! as the Observer turned a street corner sharply the other day he came at once upon the very thing which he had so devoutly hoped he would escape.

There it was—a bewildering display of suspensory bandages of every kind and size and shape—suspensories hanging pendant from the ceiling—suspensories draped along the back and sides of the window—suspensories arranged in piles upon the window floor. And in the center was a large placard conveying this bit of philanthropic advice:

"EVERY MAN SHOULD WEAR ONE, PARTICULARLY EVERY BICYCLE RIDER. WE HAVE THEM OF ANY SIZE AND AT ANY PRICE."

The Observer had scarcely stopped before the window when a little girl with her father came along. This particular pharmacist has made quite a reputation in the neighborhood for artistic and attractive displays, and people have formed the habit of halting a minute in going by to see what new thing of interest the window contains. Catching sight of these peculiar articles, and utterly failing to understand for what they were used, the little girl asked:

"Papa, what are those things? Why should every man wear one?"

"Oh, I don't know," replied her father evasively, starting away and pulling the child with him.

"But I don't see what they can be for, papa," she persisted, with that persevering child's curiosity which will stop short of nothing but complete gratification.

Two well-dressed and manifestly well-bred young women were unwilling listeners to this short and embarrassing dialogue. Lured by the reputation for novelty and attraction which the pharmacist's windows bore, they stopped just at this unfortunate moment, and then quickly went on down the street with blushes mantling their cheeks.

Now the Observer is neither an old maid, a prude, nor a Puritan. But he must say that this little incident filled him with humiliation—humiliation that any member of the calling which he holds so dear should offend the instincts of refined people and cause them confusion and embarrassment. Of course the pharmacist didn't deliberately seek to be indelicate. To charge that against him would be not less absurd than unjust. He simply didn't realize that he was violating any standard of delicacy—that was all.

But why can't it be realized that suspensory bandages convey a suggestion which demands that no conspicuous display be made of them? Why can't it be understood that to flaunt them in the faces of passers-by on the street is to carry an insult and to bring the windows and the business of a pharmacist into disrepute? Let the druggist display syringes and water bottles and even rubber stockings in his windows, but for Decency's sake let him keep suspensory bandages in the case or out of sight until they are seen or called for by those who need them, and who look upon them as upon any article which has a field of usefulness.

THE MONTH.

THE STATE ASSOCIATIONS. Many of the State pharmaceutical associations hold their annual meetings in July, and as usual last month witnessed a number of successful gatherings. We have not the space to take up each meeting in detail, and in lieu of this may indicate briefly some of the more important and essential features of the various gatherings. Three or four of the associations paid their respects to what they called the phenacetine monopoly. President Bullock, of the Massachusetts body, deplored the fact that the government granted product-patents on synthetics; and in response to a recommendation from him it was decided to make an effort to bring about a change in the patent laws. The same ground was taken in a paper read before the Georgia Association by James L. Henry, and Dr. Payne as president of the American Pharmaceutical Association was requested to take up with the A. Ph. A. the matter of presenting to Congress some resolution or request looking to the reduction of the price upon foreign drugs sold in this country to a basis similar to that upon which they are sold in the country of their manufacture. A considerable discussion of the subject developed at the meeting of the New Jersey Association, and

as a result a resolution was passed which will be sent to all of the State pharmaceutical and medical societies.

* * *

THE ASSOCIATIONS AND PURE-DRUG CRUSADES.

Readers of the BULLETIN have been kept apprised of the pure-drug crusades which have followed one another in various cities during the last six months, and they will be interested to know that the matter came up for discussion at the meetings of the New Jersey and Massachusetts associations. The sentiment at the Massachusetts meeting seemed to be rather against the Board of Health for its manner of conducting the examination of specimens and the publication of results. At the New Jersey meeting, however, while early in the discussion the Board of Health was similarly criticized, a sentiment soon developed favorable to the Board's operations. Most of the druggists who joined in the debate expressed the opinion that the board had acted fairly and conservatively, and that it had done work which sadly needed to be done. Mr. Gallagher wanted the supervision of drugs placed entirely in the hands of the Board of Pharmacy, but no definite action was taken. Incidentally it may be stated here that the Board of Pharmacy of Greater New York, doubtless stimulated by the pure-drug crusade of the Board of Health, has entered upon a systematic and complete canvass of the drug stores of the city. Specimens have been gathered of citrate of magnesia, camphorated oil, spirit of camphor, tincture of iodine, mercurial ointment, and tincture of arnica. It is said that "some of the samples reveal facts not at all flattering to the druggists of the city." It is the purpose of the board to give warning at first, and only to proceed to prosecution when druggists have been given a fair chance to improve the character of their medicaments.

* * *

VARIOUS FEATURES OF THE MEETINGS.

Returning to the work of the State associations, it is worthy of note that the Alabama body made preparations for the introduction of a measure in the State legislature taking away from physicians the right which they now enjoy of registering as pharmacists without examination. It seems that a considerable number of negro doctors, in addition to white physicians, conduct stores in that State and seriously compete with skilled and legitimate pharmacists. Failing at the last session of the legislature to secure a new law providing for an all-State board of pharmacy, the Texas druggists decided at their meeting to appoint annually hereafter a conference committee to draft suitable questions to be suggested for use by the various district boards of pharmacy in order that something like definiteness might be accomplished. Moreover, it will be requested that a uniform minimum of percentage be established. At the New Jersey meeting a handsome memorial to Dr. Charles Rice was unveiled, and a committee was named to present it to the New York College of Pharmacy. At both the Massachusetts and the Texas meetings it was decided to continue the annual appropriation for the maintenance of the free scholarship provided by each body. At the Illinois meeting Mr. Bodemann received more than twice as many votes as his next closest rival for election (in his case reëlection) to the Board of Pharmacy, which showed what the druggists of the State thought of the recent yellow journal attacks upon the president of their board of pharmacy.

* * *

OTHER MATTERS.

Two subjects of interest were discussed at the meetings of the Georgia and Illinois State associations. In Georgia the practice has existed for many years of grading those who passed the State Board examinations into "pharmacists," "apothecaries," and "druggists," according to the percentage made; and it was suggested by President Polhill that this custom be abolished and only one grade of registered pharmacists hereafter recognized. The subject was thoroughly discussed and a vote showed an overwhelming sentiment in favor of the retention of the present method. All three grades are equal under the law, but the higher titles are simply compliments to those who secure them, and are recognized as such. At the Illinois meeting a discussion arose over the president's suggestion that, if possible, the State should be made to pay for the enforcement of the pharmacy law, and that reregistration should accordingly be abandoned. The final decision seemed to be that after all it was better to retain the renewal tax and to be independent of political influences. The Illinois Travelers' Association, organized to serve as an auxiliary to the State Pharmaceutical Association, held its first meeting in conjunction with the latter body. The union of the two associations proved a most happy one indeed. The new officers of the Travelers' Association are as follows: President, H. W. Medley, Chicago; first vice-president, Herbert W. Snow; second vice-president, A. W. Hobart; third vice-president,

W. F. Bahe; secretary and treasurer, C. C. Lake—all of Chicago.

* * *

THE OHIO ASSOCIATION.

The Ohio association, holding its meeting in Toledo, had one of the best attended and most successful gatherings of recent years. One of the pleasant features was a trip to Detroit, only 60 miles distant, made in response to an invitation from Parke, Davis & Co., and chiefly for the purpose of visiting this firm's new Scientific Building, with its complete and modern equipment for chemical and biological research. The party comprised over three hundred

Parke, Davis & Co.'s New Science Building.

people, including both the members and their wives, and the day was one of unusual pleasure and profit. In this connection report may be made of a two-days' visit paid Parke, Davis & Co. last month by 250 prominent druggists from the States of Illinois, Indiana, Wisconsin, Iowa, Missouri, and Michigan. On the first day they were shown through the laboratories and banqueted in the evening at the Russell House. The second day was devoted to a steamer ride up to the famous "St. Clair Flats."

* * *

N. A. R. D. ACCOMPLISHMENTS.

An interesting article in a recent issue of the *N. A. R. D. Notes* tersely mentions some of the things which the Association has accomplished since the Cleveland convention of last September. "Nearly 100 individual retail druggists and firms who have heretofore conducted their stores on the cut-rate plan and found it more strenuous than satisfactory or profitable, have since last September yielded to the arguments of the N. A. R. D., followed the example of many who had preceded them in embracing N. A. R. D. principles, and are now happy and satisfied members or voluntary allies of the national association. * * * More than a dozen department stores have 'lined up' on the side of fair and honorable competition through N. A. R. D. instrumentalities. * * * Vicious legislation, as well as that which was senseless and troublesome without accomplishing any good purpose, has been defeated in a number of States. Organization work, which is bound to result in important gains for our movement, has been inaugurated in Greater New York, following the brilliant work of putting the trade of the New England States on a more satisfactory basis than has been known since the advent of the cut-price mania. The energetic and successful campaign of organization that has been and is being pushed on the Pacific coast, as well as in the West, the Southwest, and on the Atlantic coast States, is also deserving of mention." The *Notes* remarks that "If anybody should ask you what the N. A. R. D. has done this year, point to the record outlined and be assured that you have made an adequate answer."

* * *

N. A. R. D. NOTES.

Various items of news regarding the N. A. R. D. will be of interest. This year's convention will be held in Washington on October 5, 6, 7, and 8. The decision has been reached early in order that druggists in arranging for their summer vacation should not overlook a delightful opportunity of meeting with the representatives of their craft from every State of the Union, as well as of visiting a country rich in traditional and historical treasures. Regarding the success of the Miles contracts, various issues of the *Notes* make it abundantly evident that in many of the cities of the country, if not indeed in most of them, the Miles goods are sold at full prices, while other proprietaries have to go at prices considerably below the figures printed on the package. In Greater New York the difficult and complicated work of local organization begun two or three months ago is apparently proceeding with as much rapidity and success as could be expected. Dr. Hoffmann, the resident organizer, is striving to secure the signatures to the plan of the dry-goods and department stores as a preliminary to the work of organization proper, and while, as was to be expected, he is meeting with some difficulty, ultimate success seems probable.

* * *

DRUG HABITUES.

No recent work undertaken by the American Pharmaceutical Association is of greater importance than that inaugurated last year by the newly-organized committee which reported on the "acquirement of the drug habit." The report of last year, indeed, has doubtless had much to do with the passage of several effective anti-cocaine measures in different

States during the recent legislative sessions. The present committee, under the chairmanship of Mr. E. G. Eberle, is continuing the work and has just sent out question blanks for the purpose of securing statistical and other information upon which to base a report for the Mackinac meeting in August. It is quite likely that many pharmacists deeply interested in the subject will fail to receive the blanks; and all such should not fail to place themselves at once in correspondence with Mr. Eberle, at Dallas, Texas. The information especially desired covers such points as (1) the number of drug habitués known to the informant, (2) the name of the drugs used, (3) the age, sex and color of the habitués, (4) how many of them are in hospitals or other institutions, and what are the (5) facts as to the increase or decrease of the evil. Papers on the subject would also be welcomed by the chairman.

* * *

A WOMAN ON THE BOARD!

It is not often that a woman is appointed to the membership of a State board of pharmacy. It is possible, indeed, that this honor was never paid tc the gentler sex until last month, when Miss Kittie Walker Harbord, of Salem, Oregon, the lady whose features are shown in the accompanying engraving,

Miss Harbord, of Salem, Oregon.

was made a member of the Oregon Board of pharmacy by Governor Chamberlain. Born in 1876, Miss Harbord began the study of pharmacy at the age of seventeen, and was graduated from Philadelphia in the class of 1901. She is a self-made woman whose education in pharmacy was secured by virtue of her earnings as clerk, and her unusual success is a high tribute to her energy and ambition.

MICHIGAN PREPARATIONS.

The officers of the Michigan Pharmaceutical Association are making strenuous endeavors to have this year's meeting a red letter one. It will be held at Battle Creek on September 8 and 9. Battle Creek is famous the world over for the wonderful and fearful variety of breakfast and other foods which emanate from a myriad of manufacturing establishments, and members of the association will be sure of having things to eat which they never ate before (and which, it may be incidentally remarked, they may possibly never want to eat again!). Secretary Burke and the Executive Committee are preparing to have a number of papers and discussions of practical, financial, every-day interest, and to make the meeting one that no Michigan druggist can afford to ignore. Moreover, there will be a banquet and other social features to make the gathering one of delight as well as of profit. Whatever members may have done in the past, let them not stay away from the Battle Creek meeting of 1903! If they do the penalty will be upon their own heads!

* * *

THE MONTREAL STUDENTS.

Montreal has an association of pharmaceutical students which is called "La Pharmacie Laborieuse." This society recently held its annual banquet, and the occasion was a delightful one if we may judge from the elaborate menu which has reached the BULLETIN sanctum. A bewildering variety of good things to eat and drink was laid before the members, and afterwards there were discussed such questions as shorter hours, the preliminary examinations that are *said* to be so easy, and the establishment of a new college of pharmacy.

* * *

"THE BLOOD TAX."

The N. A. R. D. has recently been carrying on a crusade in the newspapers of the country against what it calls "the blood tax" on foreign synthetics—the condition by means of which the German manufacturer charges American pharmacists several times the price which he is able to secure for his goods in his own country. Forcible articles on the subject have been distributed to the various associations throughout the country with the request that their publication be secured in the local papers. The purpose is of course to educate the public and develop a general sentiment against the patent laws which permit such a monopoly to be created. The result is that a good deal of comment on the subject has appeared in the newspaper press during recent weeks.

THE RICE MONUMENT.

It is a matter of national interest that the Rice monument is now nearly completed and will soon be placed in position over Dr. Rice's grave in Woodlawn Cemetery, New York. As our readers know, the monument was secured through the contributions of pharmacists all over the country, and in a sense is therefore a tribute to the Doctor's memory from his American confrères. The monument is illustrated in a recent issue of the *American Druggist;* and while it is severely classic in design, and modest in proportions, it harmonizes in both particulars with the temperament and attainments of the learned but modest scholar whom it memorializes. The inscription is as follows:

CHARLES RICE, PH.D.

BORN OCTOBER 4, 1841.
DIED MAY 13, 1901.

Erected by his friends in grateful appreciation of his eminent services to medicine and pharmacy.

. RICE .

* * *

A TERM IN PRISON.

It is not often that a druggist or a drug clerk is made to serve a term in prison as a penalty for committing an error in dispensing. This punishment, however, was meted out last month to William I. Rogers, a New York drug clerk twenty-three years old. It seems that Rogers, during a temporary rush of business in the store of his employer, gave a child artificial oil of bitter almond when "castor oil mixed with oil of almond" had been asked for. The child's grandmother gave a dose of the oil to a baby six months old. When she saw that as a result the infant began to writhe in agony she tasted the medicine herself and died instantly. The child lived an hour. Rogers was convicted of manslaughter in the second degree in the criminal branch of the Supreme Court last month, but through the strong recommendation for mercy on the part of the jury was sentenced only to three months in the penitentiary.

* * *

TRADING-STAMPS.

Massachusetts now has a law on her statute-book prohibiting "the use of trading-stamps, checks, coupons or similar devices." The bill was signed by the governor last month, and provides for a penalty "for each offense of not less than $10 nor more than $50." A similar bill was passed by the legislature of another State, but was vetoed by the governor. Incidentally it may here be reported that a trading-stamp war has struck Milwaukee. All of the big stores are now giving out stamps, and several druggists in the outskirts have entered into their use for ice-cream soda, stationery, and other articles. The several retail associations of the city, however, have taken action against the evil, and it is seriously to be hoped that it will disappear at no distant day. It is extremely fortunate that the trading-stamp is gradually being eliminated from business.

* * *

ANOTHER PHENACETINE CRUSADE.

A phenacetine crusade has broken out in Washington, D. C., similar to that which caused so much trouble several months ago for the druggists of Greater New York. Warrants were served early last month on eleven druggists, charging them with selling adulterated phenacetine. It was suggested, as it had been in New York, that the drug was purchased of traveling venders who sold an impure product under the guise of furnishing phenacetine which, though brought surreptitiously across the Canadian border, was nevertheless pure and in the original packages. The specific charge in most of the Washington cases was that the drug was seriously adulterated with acetanilid. Some of the defendants failed to appear at the hearing and forfeited $5, while it is said that a few of the others intend to unite and have the matter thoroughly threshed out.

* * *

THE MANUFACTURING PERFUMERS.

The ninth annual volume of proceedings of the Manufacturing Perfumers' Association of the United States was sent out last month by Secretary James E. Davis of Detroit. The book is well edited and printed, and testifies to Mr. Davis's efficiency as secretary. In addition to the proceedings proper, a complete list is given of the trade names used by the manufacturing perfumers of the country. This is alphabetically arranged and conveys valuable information in a manner rendering it convenient for ready reference. The list of titles is a surprisingly long one, and suggestively indicates the wide scope of the American perfume industry.

* * *

The Minnesota State Pharmaceutical Association has declared for an amendment to the State law making a course in pharmacy at some recognized college obligatory upon all who desire to join the ranks. The Legislative Committee was instructed to draft such an amendment, and take steps to have the next legislature pass it.

DOLLARS AND CENTS.

How They May Be Saved by Wise Buying—Suggestions From a Man Who Controls the Destinies of Four Retail Pharmacies—He Has Learned that Half the Profit in Selling Goods is in Buying Them "Right."*

By W. H. BURKE,
President of the Central Drug Company, of Detroit, Michigan.

This subject brings forward the business side of pharmacy, which at present is the most important side. The writer believes that more than 80 per cent of the money received in the drug store comes from the sale of goods other than prescriptions, drugs, and chemicals. In the buying and selling of this 80 per cent, the pharmacist plays only the part of the merchant, and as such is amenable to the same laws that govern merchants in any other line of business.

MR. BURKE

A failure to recognize this fact has had a great deal to do with the hard times complained of by druggists. There are still comparatively few who fully appreciate that a uniform profit on drug-store merchandise is not possible. They insist that since it costs between 25 and 30 per cent of the sales to pay the expenses, any goods sold at 20 per cent profit are practically sold at a loss. This is an error; prescription work and the sale of galenicals and chemicals, from the greater time and care required, must necessarily pay a greater gross profit than a cake of soap or some proprietary remedy that only requires to be handed over the counter.

"Goods well bought are half sold" is a very old adage, and contains an element of truth that none can deny. In the majority of retail drug stores the owner is the buyer. His ambition should be to have in stock every drug, chemical, preparation, toilet or other article required in the sick-room that his clientele are liable to ask for. The druggist in any community who gets the reputation of having everything is the one who usually gets the business; and it is a great deal better to lose a little on some things that do not prove practical and salable than it is to wait until your competitors have an established sale on a new line of sundries or proprietaries before you put them in.

AVOID FANCY PRICES.

The standard set by the U. S. P. should be the one by which drug-store buyers should be guided. Any chemical, drug, or preparation that corresponds to the tests of purity and identity as laid down in our national guide should be good enough for the dispensing counter. You will no doubt be surprised to know that extremely few buyers in the retail drug business buy their supplies solely in accordance with this policy. They depend on some chemical maker or pharmaceutical manufacturer to furnish the proof of strength and purity. This is why some one's chloroform sells for $1.25 a pound, while the most purified product obtainable from the regular chemical manufacturers sells for 75 cents; and this is also why some particular firm's quinine and morphine has brought a larger price than any other firm's products for years and years.

It seems rather peculiar that people will pay several times as much for a certain product put up under one label as they will for the same product under another label, but such cases are very common in pharmacy. I was in a physicians' supply house in New York City about a year ago when a doctor came in and asked for a pound of absorbent cotton that bore the dealer's name. Imagine my surprise when the M.D. handed over $1.25 for the package of cotton. The highest price for the best cotton furnished by such firms as Johnson & Johnson, Seabury & Johnson, Bauer & Black, and the J. Elwood Lee Co. is 30 cents a pound. First-class cod-liver oil has been obtainable in the market for years [until this year, when abnormal prices obtain] at $24 for a thirty-gallon barrel; but in spite of this fact a num-

*A special lecture delivered May 14 before the students of the Department of Pharmacy of the University of Michigan.

ber of firms have sold this same oil to dealers at 75 cents a pint bottle, and one firm has marketed a small bottle holding about eight ounces for 57 cents. This would bring the price up to $9.12 a gallon, which shows a very handsome profit when the market price by the gallon was only 80 cents!

A well-known firm markets a digestive preparation under a certain trade-mark at 70 cents a bottle to the dealer, and the contents of this bottle can be manufactured from the finest products obtainable at a cost of not over 5 or 6 cents.

Another firm sells millions of ounces of a mixture at $1 a box, the contents of which do not cost more than 5 cents. One of the most popular iron compounds is sold to the dealer at the rate of $9.50 per gallon, the cost of which is about $1.75 per gallon. Manufacturing pharmacists furnish the same preparation for from $2.50 to $5 per gallon.

DOES IT PAY TO MAKE OUR OWN GOODS?

One of the most vexing questions that confronts all pharmacists is what preparation does it pay to make, and what does it pay best to buy from the manufacturing houses. This is a problem that must be settled by each individual pharmacist. There are certain classes of pharmaceuticals that all dealers find it to their advantage to buy—pills, tablets, fluid extracts, solid extracts, powdered extracts, filled capsules, and many others. I believe that the average pharmacist can employ his time a great deal more profitably in some other way than in the manufacture of chemicals and galenical preparations; however, this is a question that each must decide for himself. The large manufacturing houses buy their materials at first hand, and at a price that would enable them to sell the retailer at the price he must pay the jobber in small lots for the same goods. Take, for instance, such a preparation as white pine expectorant:

	Mfr. pays.	Jobber's price.
White Pine	$0.04½	$0.12
Wild Cherry	5	12
Blood Root	6	12
Balm of Gilead Buds	36	50
Spikenard Root	10	18
Sassafras	8	14
Morphine Acetate	2.00	2.50
Chloroform	50	60

This preparation would thus cost the pharmacist at least $1.20 per gallon, not including his time, if he made it himself. Reliable pharmaceutical manufacturers will supply it for $1.25. The difference would hardly compensate the compounder!

Syrup of hypophosphites compound is another popular pharmaceutical that a great many retailers make for themselves, but I believe that a thorough familiarity with the prices that manufacturing firms are willing to furnish this for will convince the average pharmacist that he can save time by buying it. It is often argued that the retailer ought to make just as many of his own preparations as possible, so that he would have a familiarity with their composition and the manner of compounding them, but it is not necessary to make Seidlitz powders a hundred times a year in order to be familiar with this drug-store product.

On the other hand, the writer has known retail druggists to buy simple elixir, simple syrup, paregoric, lime water, and other preparations equally as simple and easy to make. This is usually the result of extreme laziness, or great ignorance. Manufacturing houses have no advantage in the manufacture of such simple products. Sugar and alcohol are very staple materials, and can be bought nearly as cheap by retailers as by manufacturers. The proper way for you to do is to calculate and note the cost of the different preparations as you make them. You will then have the information that will enable you to act intelligently.

The manufacturing pharmacist has practically grown up since the war with the South. There must have been a field for this department of pharmacy, or the giant strides which have been taken would never have been possible. What are the manufacturer's real advantages? First, his ability to secure low prices on raw materials; second, his utilization of girls in laboratory work at wages much more favorable than men can be employed for; third, the saving of all alcohol used in extraction; fourth, a systematic application of muscle and brain to the work in hand, which, by the further aid of up-to-date machinery, enables the operatives to turn out the maximum product.

I am not anxious to overestimate the advantages of the manufacturing pharmacist, nor do I want to discourage the retailer from making his own pharmaceuticals, household remedies, and toilet articles. I simply want him to get the information which will enable him to make the most valuable use of his time in the drug store.

HOW TO BUY PHARMACEUTICALS.

After the question of "making or buying" has been settled the query naturally arises, Where can I buy pharmaceuticals to the best advantage? It is the custom now for practically all pharmaceutical houses to allow special discounts to buyers of large quantities, and the very wisest thing for the retailer to do is to make a contract with that manufacturer whose goods are most advantageous for him to use. This refers to the general line of fluid extracts, solid extracts, powdered extracts, pills, capsules, elixirs, syrups, effervescent salts, tablets, etc. For the preparations that can be used in from one- to five-gallon lots it is always desirable to get prices from more than one maker.

Proprietary preparations, through the efforts of the National Association of Retail Druggists, are nearly all marketed through the jobbing trade. The varying demand for this class of medical merchandise makes the jobber a necessity in its distribution.

PROPRIETARIES.

It is estimated that 60 per cent of the sales in the modern drug store consists of proprietary articles, medicinal and toilet. In all of the larger cities these goods are sold on a margin of about 20 per cent of the selling price. When you realize that the average general cost of selling drug-store merchandise is nearly 30 per cent, you will realize how important it is that this class of goods be bought at rock-bottom figures. It is customary for jobbers to give discounts on quantity lots of proprietary articles. For instance, "Swamp Root" in $100 lots carries a discount of 8½ per cent; Lactopeptine preparations carry a discount in $100 lots of 8 per cent, besides the cash discount; Dr. Pierce's remedies in $50 lots a discount of 5 and 1½ per cent; "Piso's Cure" in six-dozen lots 5 per cent; while Dr. Miles's goods are sold at 5 and 1½ per cent off in $50 quantities. "Peruna," which is by far the biggest seller in drug stores to-day, costs $8 per dozen in single dozens, and $7.25 when bought in 35-dozen lots. I might enumerate hundreds of other instances, but that would only consume time with no added advantage derived.

Infant foods are a very important item in the sales of a drug store now, and it is almost essential that these be bought direct from the makers, because they are sold in the large cities at the wholesale price, which leaves only a profit of 10 per cent to the retailer.

GROUND DRUGS; RUBBER GOODS; SURGICAL DRESSINGS.

In the purchase of ground drugs used for percolation, there are a number of houses that make a specialty of the business, and this line of goods can be gotten from them at much more advantageous prices than from any other source. Ground white pine, for instance, that ordinarily costs 15 and 20 cents a pound, is sold by such houses in original packages at from 4 to 5 cents. Wild cherry, which jobs at 15 cents a pound, can be gotten for from 5 to 6 cents. There is not as great a difference in all of the ground drugs as there is in these. However, these illustrate the very great advantage that there is in getting "next" to the grinder.

Rubber goods are a very important line in pharmacy at present, and one on which the jobbers' profit is from 20 to 40 per cent. Some difficulty is found in securing these goods from the largest manufacturers direct, but there are dealers in most of the large cities who have succeeded in doing this. All that is necessary is to know how.

In a great many drug stores the sale of plasters, surgical dressings, etc., constitutes quite a percentage of the sales, and as the manufacturers give a discount of 20 per cent on this line it behooves the dealer to buy the jobbing quantity from some of the plaster houses as soon as possible. The plaster men, like a great many toilet-goods and pharmaceutical manufacturers, require a purchaser who gets the best discount to buy from $100 to $2500 worth of goods at one time. After the initial purchase the buyer gets the best price in any quantity.

AN ABSOLUTE ESSENTIAL.

I have but touched on some of the more important items in drug-store buying. There are so many side lines in pharmacy at present that volumes would be required to go over it all. There is one thing that I would like to impress on your minds, and that is that you cannot know too much about the articles you are buying, whether it be sponges, perfumes, or pharmaceutical mixtures. An exact knowledge of where the substances are produced, where and how they are prepared for the market, and also the ruling prices in the principal markets, will often enable you to obtain concessions in price that could not be gotten

in any other way. With the commercial strife that exists to-day it is absolutely essential that you take the utmost advantage of the market in securing all of your supplies. Do not depend on some panacea to cure pharmaceutical ills—to bring you relief from the stress of natural competition that characterizes every business and profession to-day. Plan after plan has been brought forward, but the current of cut rates flows steadily on. Rather depend upon yourself to work out your own salvation.

AROUND THE CAMP-FIRE.

Bulletin Readers "Swapping" Stories Again—The Threatening Experience of an Alabama Druggist—"Coon, Coon, Coon, I Wish My Color Would Fade!"—The Junior Who Thought He Knew What Paregoric Was—Two Grains of Opium for a Dose.

A DRAMA IN THREE ACTS.

This deeply interesting reminiscence is contributed by W. E. Bingham, of Tuscaloosa, Alabama:

The Camp-fire stories keep druggists in sympathetic touch with each other and should be continued; and to help the cause along I send an account of a rather thrilling experience of mine.

Act I.

Several years ago on a Sabbath evening, about four o'clock, I went to my store, as was my custom, and after remaining there awhile, closed up, and was returning home. When about half-way there I met Mr. ——, a neighbor of several years' standing who lived just across the street from my house, and who asked me to return to the store with him as he wanted some medicine. On reaching the store he told me he wanted fifteen grains of quinine sulphate in one powder. This I proceeded to weigh out, place in an envelope, mark and hand to him with the remark that it was rather a large dose. But he said he had a terrible cold and wished to take it all on retiring. (Let me state right here that I never then, nor do I now, permit my quinine sulphate to set in my prescription case except in five-ounce cans, and my morphine in one-ounce bottles, both widely separated from each other.) My neighbor and I then walked toward our homes. I parted with him at my gate, and we went our different ways.

Act II.

The next morning, while I was at breakfast with my family, there was a violent ringing at my door bell, and without waiting for some one to answer, the daughter of my aforesaid neighbor came screaming and running down the hall to our dining room, and throwing herself on the floor, with disheveled hair and streaming eyes, exclaimed:

"Oh, Mr. B——, what did you give papa? We can't wake him up."

You can imagine my feelings at this moment and the many things that ran through my mind. Without waiting to reply, I left the lady to the care of my wife, and without further delay ran across the street to the home of my neighbor, only to find him unconscious and breathing with the usual well-known morphine symptoms—taking deep and long breaths.

Act III.

Three or four physicians were at his bedside, and the usual morphine antidotes were administered with no signs of returning consciousness. Finally the stomach pump was resorted to, with the result that a large quantity of whiskey was secured from the stomach. I stayed with the doctors, and we worked till midday with no success. Soon after dinner, with a bottle of the contents of the stomach in my possession, I hastened to my store and applied a morphine test to the fluid, but no trace of morphine could I find. Reports were then rife on the streets that I had made a mistake, and had given the man morphine for quinine. We worked all the forenoon with morphine antidotes, stomach pump, and restoratives with no effect and no change in our patient.

In the afternoon, after the shock had subsided and all were patiently waiting results, I approached the ladies of the house and asked them if they believed in the report that I had made a mistake. To my intense gratification they replied that they had never entertained such an idea. During the course of the evening one of the young ladies called to mind, and had it confirmed by the others, that before daylight that morning she had heard her father go

down the stairway, as he had often done before, to the dining-room for a "toddy" (this being kept in the sideboard) and return to his room.

I eagerly grasped this information, and then had possession of two important arguments toward clearing myself of the charge of an error in dispensing, viz.: First, it was an impossibility for any one to live from about 9 P.M. to 7 A.M. with fifteen grains of morphine in him. Secondly, it was more impossible, even if alive, for a person with fifteen grains of morphine in him to leave a bed and go down and then up a flight of stairs six hours after taking the dose. My friends and I were not long in making these facts known. My business interests were in a critical condition, and I felt the burden keenly. It is a wonder my hair did not turn gray.

My friend and neighbor lingered till the next night and passed away without the doctors knowing the cause of his death. There was no known cause for suicide. He had a nice family and was well-to-do financially; was surrounded by every comfort, and was a good husband, father, and citizen. I was one of his pallbearers. We laid him away with the sorrow of the whole city at his untimely death. I never want another such experience. It, however, proved one thing to me that has always since filled my heart with pride and gratification: This was the undoubted confidence of my friends and customers in my professional capacity. Time and again, while my friend was lingering between life and death, it was vigorously denied that I had made an error. Some of my friends even became angry at the report and replied with strong language when any one intimated that I had given morphine for quinine.

A PROMISING CANDIDATE FOR THE STATE BOARD.

These two tales are contributed by C. Reaves:

While working in Atlanta, Ga., a year or two back, a colored porter who had been with the firm about five years decided that he wanted to go before the State board of pharmacy. When I had any leisure time he was always after me to quiz him. He had been accustomed to make up the laudanum, Seidlitz powders, etc.; and so one day I asked him to give me the formula for tincture of opium.

He replied: "I put my opium in a two-gallon demijohn, pour a gallon of hot water on it and let it soak for a day, and then pour a gallon of alcohol on it and strain it through a filter-paper."

I then asked him for the formula for Seidlitz powders, and he replied: "I fill the small measure out of the little keg and fold it in a white paper, and then fill the large measure out of the big barrel and fold it up in a blue paper, and then put both of them in an envelope."

It is needless to say that he failed when he went before the board!

"COON, COON, COON!"

While I was with the same firm [continues Mr. Reaves], a colored woman came into the store one day with one side of her face all white and with a startled look in her eyes, and inquired if I had anything that I could sell her that would bring her color back again.

On inquiring, I learned that she had bought a mixture of creosote and carbolic acid and had rubbed it on her jaw for the toothache, with the result that her cheek was blistered. As she went out of the store after having purchased a tube of white vaselin, the soda clerk started humming: "Coon, coon, coon, I wish my color would fade." But she was one coon who did not want her color to change!

OH, THOSE BOLD JUNIORS!

W. F. B. tells an incident which shows how well it pays to watch the "Junior" clerk:

You ask for experiences for the Camp-fire series. The following is one I had seven years ago, in a large retail store in Chicago. In large cities, as the rule, the rush all comes in the evening, and on one evening in particular we were quite busy. The junior was helping us out. He had always been instructed never to sell poisons, but to turn the sale over to a registered man. A boy came in for 10 cents worth of paregoric, and the junior thought that came under his line and sold what he thought was paregoric. A little while later the boy returned and handed the bottle to me, saying, "My mother says there must be something the matter with the medicine, as it looks so funny and dirty." At a glance I could see that tincture of opium had been sold in place of tincture of opium camphorated. But we fixed it all right with the boy, so as not to put the store in a bad light, by telling him that the preparation had not been filtered. You may be sure that after that all sales made by the junior (even of postage-stamps) were thoroughly inspected!

HIS HEART IN HIS BOOTS!

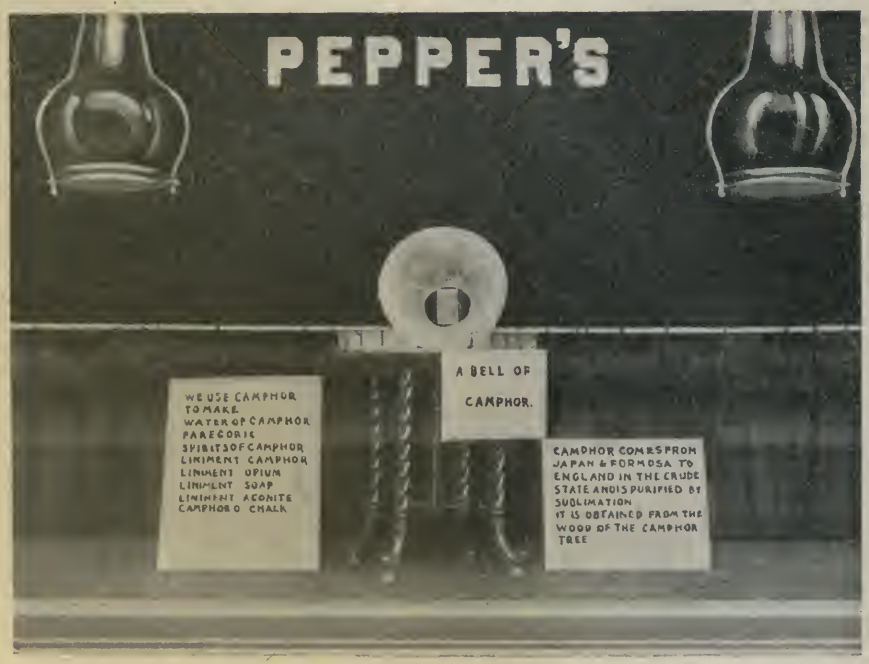
Mr. Wilhelm Bodemann, the Chicago druggist, tells of an experience which befell him soon after he reached American soil from the Fatherland:

The BULLETIN's Camp-fire series is certainly full of interest, and I desire to make the following short contribution describing an early Chicago experience of mine. I was then fresh from the old country, and in my town all doctors prescribed *"pulvis dispensatur talis dosis;"* so on one particular occasion, when a prescription for powders was handed me, I went to work and dispensed twelve powders of two grains of opium each, instead of dividing the two grains into twelve doses. Shortly after the powders had left the store I talked to the "boss," and found out what a horrible error I had committed. I immediately hurried to the house of the patient, and to my utter amazement and terror found the patient dead. My heart was in my boots, but—the member of the family who had gotten the prescription from me went on to say that when he reached home with the powders the little child had already passed away.

You may imagine that my heart left my boots mighty quick, and that it has been doing business at the old stand ever since!

AN EDUCATIONAL DISPLAY.

Readers of the BULLETIN who have been interested in the series of instructive articles on "The Interpretation of Prescriptions" which Mr. J. T. Pepper, of Woodstock, Ontario, has been contributing to these pages during recent months, must not jump to the conclusion that Mr. Pepper's interests are limited to professional activities. He is just as good a business man as he is a professional man. The accompanying illustration shows a window display which he made not long ago. It is extremely simple, and while unfortunately the photograph is not of the best the display is seen to be of a type which can scarcely have failed to provoke interest and to prove educational in its results.



On a small brass stand was placed a large bell of gum camphor. This was surrounded by one-ounce, round-cornered, square blocks of compressed camphor. This was all save the legends. These tell their own story. The large bell of camphor weighed 13½ pounds when put in the window, and—interesting fact!—after being exposed for a week was found to have lost three-quarters of a pound. In conclusion it may be remarked that displays which call the attention of the people to the purely pharmaceutical aspects of the pharmacist's occupation, and which tell them something about his art, richly deserve a considerable share of attention in the general scheme of window advertising.

COLORING AGENTS IN PHARMACY.

Useful Information Concerning the Aniline Dyes—Peculiarities of Vegetable Agents—A Convenient Table Showing what Colors Will Be Produced by These Agents in Aqueous, Alcoholic, Acid, and Alkaline Liquids.

By WILBUR L. SCOVILLE.

The use of coloring agents, for the purpose of securing attractive preparations, is increasing in pharmacy, but there is little reliable information concerning the desirable agents to employ which is available for pharmacists.

THE USE OF DYES.

Until within a few years, vegetable agents were used exclusively, mineral matters being prohibited because of their poisonous properties. But of late the dyes have come into prominence, due to recent improvements in the qualities of the dyes and their greater freedom from arsenic. Improvements in dyes are being made very rapidly, and hundreds of new dyes are being introduced into the market every year. The improvements include greater permanence in color, new shades, special adaptabilities, and greater freedom from impurities. But for several reasons it is not practicable at the present time for the pharmacist who finds an ounce or two of any particular shade or color a supply sufficient for several years, to attempt to select his own dyes.

It is estimated that there are in use at the present time upwards of 20,000 different dyes. These come under trade-marked names, for the most part, and it is obvious that no one agency can keep or supply all the different kinds. Hence, given the name of a particularly desirable dye, one will find it difficult, if not impossible, to secure it, unless the manufacturer's name and agency is also known. In other words, particular dyes can usually be obtained only at particular places.

Again, dyes, except certain very expensive kinds, are sold by the agencies only in pound or larger quantities. Most of them are handled in packages, the pound size being the smallest kept in stock. Now since a grain of dye is often enough to impart a deep and sufficient tint to 25 or more gallons of liquid, it is obvious that a pound of such dye is a much larger quantity than the retail pharmacist will wish to purchase. It is oftentimes enough for a hundred years' use. The power and extensibility of dyes is rarely appreciated outside the dye establishment.

THE QUESTION OF TOXIC EFFECTS.

Furthermore, the physiological effects of the dyes or their impurities is a question that calls for much discrimination. The German government, a number of years ago, designated a number of colors as lawful and proper for use in foods and medicines, but these take no account of dyes which vary in purity and may be selected, or of the thousands of new or improved products since introduced. Then the question of purity is regarded from quite different standpoints. Thus dyes are sold as "free from arsenic" if the arsenic gives no test or only a faint test when one-hundredth of a yard of dyed material is examined for arsenic in the usual way, though the dye itself may really contain quite a little arsenic. So a dye which is considered very pure for fabrics, may be very impure for foods and medicines.

And for these reasons, then, the pharmacist who wishes to color his elixirs, syrups, etc., with dyes, will find it to his advantage to purchase the prepared and selected colors now offered for such purposes by various dealers in this kind of supplies.

VEGETABLE COLOR.

For the vegetable colors no such objections exist. These are non-poisonous and usually free from dangerous impurities. It remains only to make a selection for the particular substance to be colored. This selection depends not only upon the color of the coloring agent, but upon the action of the substance upon that agent. No single coloring agent shows the same shade in acid, alkaline, aqueous and alcoholic media. Some are soluble in water and not in alcohol, and vice versa. All are changed more or less markedly by acids and alkalies. This is true of the dyes as well as of the vegetable colors.

Very few of the colors will hold their color in strong acids or alkalies, but most of them will stand the weakly acid or alkaline reactions that apply to

medicines for internal use. For instance, no green dye is known that will hold its color in toilet ammonia, but many will withstand a faintly alkaline reaction for a reasonable time. Strictly speaking, the mineral colors are the only really permanent colors, all others fading more or less quickly. (For toilet ammonia, a trace of copper sulphate, toned to a green, after dissolving in the ammonia, with potassium bichromate, is the most satisfactory color the author knows.) But mineral colors cannot be employed for preparations used internally.

EXPLANATION OF THE TABLE.

For the purpose of placing on record the general effects of aqueous, alcoholic, acid, and alkaline fluids upon the vegetable colors, Messrs. W. T. Bell, Ph.G., and A. G. Anderson have made experiments which are condensed in the accompanying table.

The experiments consisted in making a tincture of the coloring agent, and then in comparing the shade produced by 1 Cc. of this tincture in 100 Cc. of fluids. The fluids used were distilled water, alcohol, and 1-per-cent solutions of citric acid, hydrochloric acid, ammonia, and potassium hydroxide. No very marked difference in color between the ammonia and potassa solutions, or between the citric and hydrochloric acid solutions, were observed in any case, hence the table shows only the effects of the acid and alkali on the color. In all cases the shades described are relative and not absolute, for the shade always depends upon the strength of the solution. For instance, caramel shows a yellow, red, or dark-brown color according to the amount used; cudbear a pink, red, or purplish-red according to the quantity employed, etc. So the table will show, not the precise shade produced by the coloring agent, but the probable changes in color which will be produced in the various liquids.

It will be noted that for red, yellow, and green colors, the old vegetable colors are satisfactory and when properly selected will meet most requirements. Green is confined to chlorophyll, and can be obtained from spinach, grass, or leaves. It, of course, will vary but little in shade. For blues, violet, and dark greens, recourse must be had to the dyes, when a large range of shades is found.

TABLE SHOWING WHAT COLORS WILL BE PRODUCED IN AQUEOUS, ALCOHOLIC, ACID, AND ALKALINE FLUIDS BY VEGETABLE COLORING AGENTS.

Coloring agent.	Menstruum.	Drug strength.	Solution test.	Neutral color.	Acid color.	Alkaline color.	Remarks.
Tinct. of madder.....	Diluted alcohol.	10%	Aqueous.	Lemon yellow.	Lemon to dark yellow.	Cherry.	The alkaline solutions are very bright.
			Alcoholic.	Lemon yellow.	Lemon.	Cherry.	
Tinct. of crocus.....	25% alcohol. (wax and gum removed.)	10%	Aqueous.	Light orange.	Straw to light orange.	Lemon to light orange.	Alkaline solutions have deeper color.
			Alcoholic.	Turbid.	Turbid.	Turbid.	
Tinct. of carthamus.	Diluted alcohol.	10%	Aqueous.	Light orange.	Lemon to orange.	Dark orange to brown.	Best in neutral or acid aqueous solutions.
			Alcoholic.	Turbid.	Turbid.	Turbid.	
Tinct. of fustic.....	Diluted alcohol.	10%	Aqueous.	Lemon yellow (cloudy).	Straw to light orange.	Dark orange to brown.	Best in acid-alcoholic or alkaline-aqueous solutions.
			Alcoholic.	Lemon yellow.	(Very) Bright yellow.	Turbid.	
Tinct. of annatto.....	Alcohol.	10%	Aqueous.	Light orange (cloudy).	Turbid.	Turbid.	Precipitates in most liquids—not a bright color for galenicals.
			Alcoholic.	Lemon yellow.	Orange.	Orange to brown.	
Tinct. of turmeric....	Alcohol.	10%	Aqueous.	Turbid.	Turbid.	Turbid.	Best in acid-alcoholic liquids—others cloudy.
			Alcoholic.	Light orange.	Yellow.	Reddish-brown.	
Tinct. of santalum...	Diluted alcohol.	10%	Aqueous.	Orange (cloudy).	Reddish-brown (cloudy).	Dark orange to purplish-red.	Best in acid-alcoholic or alkaline-aqueous liquids.
			Alcoholic.	Dark orange.	Bright orange to cardinal.	Turbid.	
Inf. of Brazil-wood...	Water.	10%	Aqueous.	Straw.	Lemon yellow.	Red.	Acid solutions are clear and bright but color is weak.
			Alcoholic.	Straw.	Lemon yellow.	Red.	
Tinct. of cudbear.....	(See N. F.)	(N. F.)	Aqueous.	Light pink.	Orange to red.	Magenta.	Best results in acid solutions.
			Alcoholic.	Turbid.	Turbid.	Turbid.	
Sol. of cochineal.....	(See N. F.)	(N. F.)	Aqueous.	Strawberry red.	Orange to red.	Raspberry.	Acid solutions are very bright and clear. Alkaline darker.
			Alcoholic.	Turbid.	Turbid.	Turbid.	
Sol. of carmine.....	(See N. F.)	(N. F.)	Aqueous.	Strawberry red.	Crimson to pink.	Raspberry.	Acid solutions not as bright as cochineal.
			Alcoholic.	Turbid.	Turbid.	Turbid.	
Tinct. of alkanet.....	Alcohol.	10%	Aqueous.	Crimson.	Crimson to magenta.	Purple to brown.	Good in all except alkaline liquids.
			Alcoholic.	Crimson.	Crimson to magenta.	Turbid.	
Sol. of litmus.....	(See U. S. P.)	(U.S.P.)	Aqueous.	Indefinite.	Red.	Blue.	Color more marked in aqueous than in alcoholic solutions.
			Alcoholic.	Indefinite.	Red.	Blue.	
Caramel.....	.....	.....	Aqueous.	Red-brown.	Lighter.	Darker.	Colors—straw to red to deep brown.
			Alcoholic.	Turbid.	Turbid.	Turbid.	
Tinct. of spinach	Alcohol.	25%	Aqueous.	Yellowish-green.	Turbid.	Bright green.	Best in acid-alcoholic or alkaline-aqueous fluids.
			Alcoholic.	Yellowish-green.	Bright green.	Turbid.	
Indigo solution.....	Glacial acetic acid.	.....	Aqueous.	.....	Blue to brown.	Brown.	Unsatisfactory.

PRACTICAL IDEAS REGARDING STORE ARRANGEMENT.

By A. S. PARKER.

"GOODS WELL DISPLAYED ARE MORE THAN HALF SOLD."

The old saying that "goods well bought are half sold" might with equal propriety read "goods well displayed are *more* than half sold." Modern trade conditions demand that in the arrangement of the drug store special attention be given to the display of such goods as will, by suggestion, sell themselves. This does not apply to drugs and proprietaries which people buy because they are sick and need them, but to sundries in general, including cigars, confectionery, toilet articles, sick-room supplies, bath-room supplies, your own specialties, stationery, etc. —in fact, numerous articles which, by being displayed, suggest their need to an otherwise indifferent visitor to the store. No sane merchant would for a moment think of screening his windows from the public gaze; on the contrary, the wise merchant regards his windows as an important medium for advertising. Then why not continue the display idea throughout the entire store? To this end all show-cases should be of the so-called "silent salesman" variety. The weighing and wrapping-counter should also be made with sides and ends of glass for the display of sponges and chamois.

MR. PARKER.

A PRESCRIPTION ROOM.

The prescription case should not be of the ponderous, lumbering variety reaching skyward like the head-board of an old-fashioned bedstead, but on the contrary should be arranged for usefulness—not for display nor as a place of hiding. It would be better, however, if this department could be separated from the store in a special room for the purpose. A prescription room has a technical suggestion which conveys a good impression. Such a room should be provided with every facility for work. For the storage of such preparations as are not in frequent demand there should be provided in this room a series of drawers of sufficient size to hold two rows of bottles. Each drawer should bear a number. A small indexed stock book would do the rest. After having provided such a room, it should be kept scrupulously clean and should serve the dual purpose of a "holy of holies," and as a show-room which customers could be invited to inspect as an index of what manner of pharmacist you are. Strict cleanliness and order in the pharmacy are indications of like characteristics in business, and the public is sure to appreciate the fact.

"PATENTS" VS. SUNDRIES.

In the arrangement of the shelving in the front shop, little or no prominence should be given to the display of patent medicines. The pictures in your daily papers of your mayor or congressman who has been cured by those wonderful remedies will bring customers for them; therefore they need not be displayed. The space usually devoted to them should be enclosed with glass doors, thus forming an ideal place for the display of toilet articles, atomizers, your own specialties, etc. A portion of the wall cases should be supplied with neat brass hooks, which provide a place for displaying thermometers, brush-brooms, bath and flesh brushes, hot water bottles, etc. These articles may bear a neat, plain price-tag; for while the pharmacist is engaged upon a prescription these tags will silently be performing the duties of salesmen.

HAVE FEW "SHOW BOTTLES."

It is well to display also such preparations as the medicinal lozenges, which come in glass-stoppered bottles, and certain other preparations commonly known as "elegant pharmaceuticals" and sold usually in original packages. If space be limited, I would advise devoting as little of it as possible to shelf-bottles—just enough to give a drug-store appearance. On the contrary, to display profitable goods should be the aim. It is a fact that in the majority of stores many of the most profitable lines are hidden from view, while those affording the least profit

are given great prominence—a condition which ought to be reversed.

Such, in brief, are my ideas concerning the arrangement of an up-to-date drug store. They can be varied and enlarged according to conditions and individual preference. I venture the assertion that a store arranged upon the above plan would prove a profitable and pleasing innovation.

ADVERTISING METHODS.

A Practical Talk on the Various Mediums—Those which Yield the Best Returns—Those which Cost the Most—How They Should be Utilized—Going Systematically About the Advertising Problem.

By C. G. BUCHANAN.

THE FOUNDATION OF ALL ADVERTISING.

To the time-worn phrase, "There are but two kinds of advertising, good and bad," a line might be added that would read: "There is a kind that costs money and one that does not." The kind that does not cost a direct outlay of money is—Reputation. It is the reputation of the store regarding its being well fitted and always clean and neat, concerning its location, the trade it caters to, and the way it fills the demands of that trade. It is the reputation of the goods the store carries, of their quality, of their price, of their newness, of the completeness of the stock, and of the quality of always being supplied with goods and never "just out" of anything. It is the reputation of the treatment that the people receive, whether good, bad, or indifferent. It is the reputation of the proprietor and his clerks, not only while in the store, but while away from it.

The social actions of proprietor and clerk, their personal appearance, and their conduct are all noted and commented upon, and if all these and many other things are good, then the advertising value to the store is good; if they are bad, then the advertising value to the store is worse than bad—for it is peculiarly true that although this form of advertising requires no direct outlay of money, it has a capacity of reacting more strongly than any other. If that for which we pay is bad, we can at the worst only lose its cost, but if that for which we do not pay is bad, we go on losing day by day an incalculable amount by the trade it continually takes from us and keeps from us. If the public gets an impression that the store is a bar-room—an impression formed by loud talk and the clinking of glasses behind the prescription case, by seeing men stagger from the door, or by their talk—no amount of paid advertising will counteract the effect.

If a customer makes several calls upon a druggist and never gets what he wants, some other store will be advertised. Again, every one connected with the store may be perfect when in the store, but when outside forget himself and commit all kinds of errors. In this way he unthinkingly advertises against the store more effectively than could its rivals by spending hundreds of dollars to draw trade away. Hence, when it is decided to go into an advertising campaign, particular care should be taken to have it built on the solid foundation of a *good* reputation, and then every dollar spent in the future will be left free and unencumbered to bring back its returns.

DIVIDING THE ADVERTISING APPROPRIATION.

The amount of money which the store is to spend for advertising should be allotted and divided before any of it is really spent, for advertising is as deep and interesting a game as chess and as fickle as fortune herself. Haphazard methods will not win. During the first year of a store's existence there is little or nothing to base a calculation upon, so it will be best to make just as large an appropriation as one feels he can afford; then the next year the amount can be estimated from the profits, and the percentage ranges all the way from 5 to 50, just as one feels he can afford. If the store has made no profits then the manager must determine the amount by his resources, but in this case it should be as large as possible in order to help things to a profit basis. After the aggregate amount is determined it should be proportioned to the different forms of advertising, something like this:

Window Displays	15 per cent
Newspapers	25 per cent
Counter Slips	5 per cent
Dodgers	5 per cent
Rock, fence, and billboards	15 per cent
Novelties	15 per cent
Booklets	10 per cent
Miscellaneous	10 per cent

This schedule is made particularly for the country druggist, of course. Some of the mediums mentioned are not available for the use of the city druggist; but he can easily rearrange the schedule to suit himself. It is merely meant to be suggestive.

COUNTER SLIPS.

Counter slips are effective, inasmuch as they are easy to distribute, almost sure to receive at least a glance by those who receive them, are inexpensive, and permit of great possibilities. They are kept on the counter, put in every package which is wrapped up, and are therefore almost sure to be looked at when the package is unwrapped. Their cost is small —usually about $1 for first thousand, and 50 cents for each additional thousand. There should be several slips. It is best to have at least one calling attention to the prescription department, one to the non-secrets of the store, and one to your own toilet preparations. Then you can use the prescription slip in wrapping prescriptions in order to make a bid for future ones, and the non-secret ones in wrapping patents because they will go to people who are interested in that class of goods and will tend to draw them to articles in which there is more profit. Thus it is also with the toilet article slip, although it can be used to advantage in every package which goes to a woman. Much better results will be obtained with these slips if used in this way than if they are used with no system. While the three slips will be enough for all practical purposes, others can be added as one wishes; but no matter how many kinds there are, they should all be distributed with the same idea—that is, they should be gotten into those hands where they are most likely to receive attention.

DODGERS.

Dodgers for house to house distribution are, as a general thing, of little value to the druggist unless for a special sale or at a particular time—say the holiday season or the opening day of the soda fountain. Dodgers are only of value to bring quick action, and quick action is hardly a possibility in a drug store with its stock of staples and few leaders. It is for this reason that the druggist will scarcely realize on the investment, but when dodgers *are* used, however, they should be so worded as to be easily and quickly read and understood by all classes. There should be good catchy headlines, and the dodgers should be of such a convenient size and so cheap as to permit their being used in large quantities, not only in the houses, but dropped upon the street, the idea being to catch the attention of people, not only when they read the thing, but as they pass along and simply glance at it. They should at least be able to recognize that it is an advertisement of Blank's drug store.

SMALL BOOKLETS.

Small booklets are among the nicest forms of advertising for the drug store. In cost they can be almost anything that one wishes, but a fair average would be from $7 to $30 a thousand, depending upon the size, quality, quantity, amount of illustrations, and binding. A very fair and exceedingly profitable method of starting a system of this nature would be to issue two such booklets a year, one devoted to spring and summer, and the other to fall and winter. In the first the druggist could advertise such things as spring medicines, preparations for use during the house cleaning season, stationery, remedies for sunstroke and other summer complaints, perfumes, soda water, and other side lines, etc., etc. In the other he could exploit hot water bottles and kindred articles, cough syrups, plasters, toilet articles; in fact, there is hardly a limit to the number of things which could be spoken of. There are two things, however, which should receive particular attention in both books: there should be a short, comprehensive article about the store in general, and there should also be one about its prescription department. These booklets can be made of solid advertising, or they can be made to contain family recipes, jokes, anecdotes or pictures, as one thinks best. They should be distributed carefully so as to get them well out and yet prevent waste. This can be done either by means of a mailing list, or by "house to house" distribution. There should also be a supply at the store to give out as one sees fit.

NEWSPAPER ADVERTISING.

Of all the difficult advertising problems which confront the drug man, that of newspapers is probably the most perplexing. The largest part of the difficulty is in deciding whether to use the newspaper at all or not, and he must decide this by the size of his city or town, his location in it, the class of trade he expects to attract, the size and nature of his business, the sort of competition he must meet, the nature and cost of the advertising, etc. And when he *has* decided to try it, he is met with another question—How much space will he use? This he must decide by almost the same standards; for the

average druggist, however, we would say about 2, 3 or 4 inches of single column space would be about right. This he should contract for to be at the head of the column next to solid reading matter of local interest; then he will have his ads. in the best possible space to be seen, no matter how large or how small the paper may be, or how limited its circulation. If the druggist feels that he wants more space let it be double-column instead of single, but in the same location. The ad. itself should be changed at least every other day, and it is well to keep at least a week's supply of advertisements prepared ahead.

Interesting as it unquestionably is, the art of newspaper advertising is a subject which would require days to do justice to, for the reason that little can be definitely said about it, although a few general rules might be mentioned. The heading should be conspicuous, catchy, yet not trashy, and should convey some information—if possible, just enough to make one curious as to what is to follow. The body of the advertisement should be so worded as to be perfectly clear to a person of almost any degree of education; it should read freely and be not too long; it should be to the point and *be the truth,* the idea being to take each individual into a confidential talk. The results that will be achieved will be much greater than when attempts are made to mislead, and there will be no harmful reaction. There should be but *one* subject discussed in each advertisement, and if it is thought wise to continue the subject longer than the customary period of running a given adv., it should be rewritten, for in its new form it may catch some people that the original adv. did not.

PROGRAMMES—AVOID THEM!

Programmes as gotten out by churches, schools, societies, etc., are of little or no account as advertising mediums, but the real question is whether or not one can afford to have the rather unwelcome advertising which the committee in charge will give him by talking about his being too mean to patronize them. On this account it is sometimes best to take a small space rather than antagonize such people, or one may get out of it and at the same time do himself some good by a subterfuge—that is, by explaining that, while it is against his policy to do such advertising, he would like to donate in some other way by giving a prize, or an article to be sold, if there is to be a bazaar. If it is a "social," send lemons along or a cake; and if it is a concert, offer to perfume the hall, providing the committee will add a line to the programme announcing the fact. The perfume will not cost very much; and often the druggist can get the manufacturer to donate it! The work can be done in the afternoon by saturating pieces of blotting-paper with the perfume and putting them around the house, and then by spraying some in the air through an atomizer just before the doors are opened.

PERSONAL LETTERS.

Personal letters have found favor in many places and have brought good results. They may be typewritten and copied; they can be printed in imitation on the store's letter-heads, or they may even be written out in longhand if the supply wanted be not too large. The best time to use them is probably at New Year, or when one is closing his yearly business. This affords a ready excuse for sending them. One can state the fact, thank people for their business in the past, ask for an extension of it in the future, and add anything else that he wishes. Such letters are also an excellent means of informing one's best customers, or any one interested, of the receipt of a new lot of goods that may strike their fancy.

SAMPLING PREPARATIONS.

Nearly every store has preparations of its own, some of which could be advantageously sampled. They can be put up in packages ranging from one drachm to two ounces, and if it is not desired to have special labels, etc., printed for these samples, a regular stock label could be used after writing "Sample of" before the title, fastened around the package with a rubber band.

DISPLAY CARDS.

Display cards are useful for a great many purposes in advertising, and will well repay one for the trouble of learning to make them—for almost anyone can learn if he will but spend some spare time on the task, say his winter evenings, although if one does not care to learn himself, there is usually some one who will do the work for little or nothing. It is also well to have something on the card to catch the eye; this may be a little fancy or comic ornament or picture. Those of actresses and scenes cut from magazines do nicely. The cards themselves are made from 6 to 10 ply cardboard of any color desired, and are obtained from the printer or a paper store, and cut to any desired shape and size. They are to be used as price cards and to call attention to articles in the store and in the windows. A nice place to use them is also over the shelving or any other place in the store where they are likely to be conspicuous,

but care must be taken in the latter instances to change them frequently, else they soon lose their effect on the regular customer. Permission can also frequently be obtained to place such cards in conspicuous places around town, say in barber shops, hallways, etc. Sometimes it is necessary to pay for this privilege, especially in the larger places, but it is better to forego their use rather than pay very much, as their value is not great.

Street-car advertising is closely related to display cards, but does more good for the reason that more people can see it, and as the majority of them have nothing to do but look around while on the car they are likely to pay more attention to it than they otherwise would. It is best to advertise only on those lines which either pass or come close to one's store, and if a considerable number of cars are run it is not necessary to use space in more than half of them, as that number will catch the people.

ROCK AND FENCE SIGNS.

Rock and fence signs are good if their location be good and if there be enough of them so that the traveler over the road will eventually say, "That Druggist Blank must have pretty much of a store, for I see his signs everywhere." This is the purpose of such signs—they are simply a reminder of the store, for their very nature requires that they be lettered in such large characters that but few words can be given, any specific advertising therefore being out of the question. Objections are often raised by the farmers to allowing their property to be used for such purposes, but they are usually willing to make a bargain, and if the location is of value the druggist should lease it, thereby insuring himself that his sign will stay in its place. An arrangement can sometimes be made to give a certain per cent off on all purchases instead of paying a cash rental. This is satisfactory to the land owner and brings the druggist his trade at but a slight cut. Billboard advertising in the city is something on the same order, but is usually too expensive for the average druggist to indulge in. If he does it at all, however, he should pay the price and get the best, not only as to workmanship, but as to locations.

ADVERTISING NOVELTIES.

Under the head of novelties in advertising we can class all those things gotten out by the advertising concerns, such as calendars, blotters, paper weights, match-safes, rulers, lead-pencils, and many others too numerous to mention. With some people these things are of great value, while to others they are of little or none; or it may be that what is of value to one person will be of none to another, so that no rules of guidance can be given. There is one thing, however, that can be done, and that is to aim to have everything so good that it will be kept by the person to whom given. On this account it is sometimes better to spend one's entire advertising appropriation on one good article than to divide it among several which bear the trade-mark of being cheap and trashy. For instance, a man may buy calendars for $25 a thousand which at the best will be kept but a few days and do practically no good whatever; while if, instead of doing this, he would get, say, 250 calendars that cost $250 a thousand he would have something so nice and pretty that anyone would be glad to have it and keep it. True, such calendars would cost 25 cents apiece, which is a good deal for some druggists to put into such a thing, but this objection could be largely overcome by only giving them away with every dollar purchase. The profit on the sale will pay for the calendar; the scheme will, moreover, bring many new customers in order to get a calendar; and then the calendar itself will be kept by people and thus remain a permanent advertisement. And so it is with all novelty advertising: either stay out of it altogether, or else do it so well that what you have will be eagerly sought for and kept. Otherwise the money spent will do no good.

WHAT'S IN A NAME?—A GOOD DEAL!

It is an excellent idea for the druggist to have a distinguishing mark about the name of his store—for instance, "The Owl Drug Store," or "Blank's Crescent Pharmacy," etc. "Blank's Crescent Pharmacy," for example, has crescents on the windows; a large sign of that shape lighted by electricity hangs at night over the door; all the advertisements, such as newspaper announcements, pamphlets, etc., have the crescent prominently displayed; the druggist's novelties are made in the shape of a crescent, and he has nicely lettered tin signs of the same shape tacked up in every possible place, not only in his city, but for miles around. In time every one from his city thinks of Blank's and his pharmacy whenever they see a crescent, no matter where it is or what it represents; and this is the value of an advertising mark —to so familiarize the public with it that the man and the store which it represents will at once be recognized in an advertisement whether the text is read or not.

THE N. A. R. D. STAFF OF ORGANIZERS.—This group picture shows the corps of alert, intelligent, and diplomatic men who are systematically organizing the entire country in the interests of the National Association of Retail Druggists. (1) To Dr. Jos. R. Noel, the General Organizer, seen in the center of the group, belongs the credit of training and directing this efficient body of workers; and his organizing ability has been abundantly proved by the results so far achieved. (2) Frederick A. C. Vincent (a West Point "major" by the way) was the first organizer to enter the employ of the N. A. R. D. after Dr. Noel had begun the creation of the department, and he has been remarkably successful in Michigan, Virginia, Pennsylvania, and Texas. (3) Dr. N. W. Hoffman next entered the service, and after an excellent record of achievement in various States was this spring made resident organizer in Greater New York, where he is now engaged in what is probably the most complex and difficult task before any organizer on the staff. Following these two earliest members of the corps, those who have since entered the service are, in the order of their employment: (4) E. E. Chapman, now in Texas; (5) J. C. Singer, at present the managing organizer for Baltimore; (6) J. F. Keiser, whose work is now more that of an adjuster, and who is to be credited with diplomatic successes in Pennsylvania, Ohio, West Virginia, and Virginia; (7) A. F. Campbell, stationed in Ohio; (8) F. E. Stamm, the resident organizer for Boston; (9) A. J. Kusel, operating at present in Iowa; (10) W. B. Cheatham, the Pacific Coast representative of the N. A. R. D.; (11) E. C. Bottume, the resident organizer of Philadelphia; and (12) J. D. Bellaire, who is at present assisting Mr. Singer in Baltimore.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

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(*Continued from page 242 of the June* BULLETIN.)

MISCELLANEOUS WHYS IN CHEMISTRY.

Why, in making acetic acid, is the distillation of wood carried on slowly and at a temperature below 218° C. ? The yield of acid is larger, the distillate contains much less empyreumatic matter, and the charcoal is better.

Why cannot the determination of the specific gravity of acetic acid be relied on as a means of determining the percentage strength? The specific gravity increases until the acid is about 77 per cent in strength; then the specific gravity remains about constant until the acid is 80 per cent in strength, when it begins to decrease. Acetic acid of 100 per cent has a specific gravity about the same as that of 43 per cent.

Why is dilute acetic acid preferred to vinegar in making pharmaceutical preparations? It is stronger, more uniform in strength, free from color, and preparations made with it keep better.

Why is litmus not a good indicator in estimating acetic acid in a liquid by means of a standard alkali solution? Acetates, though normal in composition, are alkaline to litmus, thus producing a lower result than is correct. Phenolphthalein is better for all organic acids.

Why was acetic acid, sp. gr. 1.04 (29 per cent) called "No. 8"? It was formerly used in the proportion of one part of acid to eight of water in making dilute acid.

Why should bottles containing acetic acid not be stoppered with rubber? The acid is likely to become contaminated with substances used in the vulcanizing of the rubber.

Why is sodium bicarbonate used in the official method of estimating arsenous acid? It is used to neutralize the hydriodic acid formed, for in an acid solution a reverse reaction would take place, hydriodic acid and arsenic acid forming iodine and arsenous acid. Sodium bicarbonate is preferable to the normal carbonate or hydrate because the end reaction with starch is more delicate.

Why is hydrochloric acid better than sulphuric acid in making boric acid from borax? Sodium chloride is more easily washed out than sodium sulphate, and it is said that under certain conditions sulphuric acid combines with boric acid. Sodium nitrate is more readily dissolved than sodium chloride or sulphate.

Why is sodium hydrate used in obtaining pure carbolic acid from the crude product? Crystalline sodium phenol is formed, leaving fluid hydrocarbons and other impurities. The sodium compound can be heated to about 170° C. without decomposition, thus getting rid of still other substances.

Why is a saturated solution of sodium chloride used to wash carbolic acid after it has been liberated from sodium phenol by hydrochloric acid? To wash out hydrochloric acid, phenol being much less soluble in a solution of sodium chloride than in water.

Why was phenol called an acid? Because it combines with bases, though not readily neutralizing alkalies.

Why was the portion of the distillate from coal tar coming over between 165° C. and 190° C. called "dead oil?" Because it was thought to be valueless. Phenol, however, is obtained from it now.

Why should the melting point of carbolic acid be not less than 35° C., and its boiling point not over 188° C. ? If its melts below 35° C. the presence of water or cresylic acid is indicated, and if it boils above 188° C. it is probably contaminated with cresylic acid.

Why should care be used in melting carbolic acid? It forms an inflammable vapor, and when this is mixed with air it may be exploded with violence by contact with a flame.

Why are sodium bromide and sodium bromate, together with hydrochloric acid, used in making the bromine solution for estimating carbolic acid?

Bromine is very volatile and there would be a loss in handling a solution that has been made up previously. Hydrochloric acid liberates hydrobromic and bromic acids, and these react one on the other, forming bromine from both. Having taken known amounts of the sodium salts, the amount of bromine in the solution can be calculated.

Why is an excess of bromine used in estimating carbolic acid? So as to precipitate all of the acid as tribromophenol.

Why is potassium iodide used in estimating carbolic acid? The excess of bromine combines with the potassium, liberating an equivalent amount of iodine, which is more easily and accurately estimated by sodium thiosulphate than the bromine.

Why is nitric acid used to wash out sulphuric acid from chromic acid? Nitric acid does not dissolve much of the chromic acid, does not cause chemical reaction, and can itself be removed by heating.

Why does the color of chromic acid vary? On account of the presence or absence of sulphuric acid, that product which contains sulphuric acid having a more scarlet color.

Why should asbestos or glass wool be used for filtering solutions of chromic acid? Paper, cotton, or anything capable of being oxidized would be affected and the acid reduced.

Why is the juice of lemons boiled in making citric acid? Heat coagulates albuminous matter so that it can be removed by filtration.

Why does the U. S. P. allow a little sulphuric acid as an impurity in citric acid? Excess of sulphuric acid is added to the calcium citrate to prevent the formation of calcium acid citrate, which would hinder crystallization. Citric acid crystallizes better in the presence of a little sulphuric acid.

Why is lead sometimes an impurity in citric acid? The acid is usually crystallized in lead vats and dissolves a little metal.

Why is arsenic frequently an impurity in hydrochloric acid? Sulphuric acid, which is used in making hydrochloric acid, is often contaminated, arsenic occurring in the iron pyrites from which sulphuric acid is made.

Why is commercial hydrochloric acid colored red? The color is due to impurities, such as iron and organic matter.

Why does concentrated hydrochloric acid give rise to white fumes when exposed to air? These are due largely to the formation of ammonium chloride by combination with the ammonia of the air.

Why should dilute hydrocyanic acid be kept in small, dark, amber-colored, cork-stoppered bottles? Light causes the formation of the dark-colored paracyanogen. Moreover, Squibb found by experiment that the acid keeps better in cork-stoppered bottles, probably because a cork fits tighter than a glass stopper.

Why does the U. S. P. give the alternative method of making dilute hydrocyanic acid from silver cyanide? Hydrocyanic acid does not keep well and can be made up extemporaneously from silver cyanide without having to assay it, although this method is more expensive.

Why should the use of Scheele's hydrocyanic acid be discouraged? It is two and one-half times as strong as the official acid, does not keep as well, and is more variable and less reliable.

Why is magnesia used in estimating dilute hydrocyanic acid? Magnesia neutralizes the liquid so that when silver chromate, which is soluble in acid or alkaline fluids, is formed, it will be thrown down as a red precipitate and the end reaction be more readily determined.

Why is zinc carbonate or calcium carbonate used in making lactic acid by fermenting sugar? In order to neutralize the acid, for in the presence of much lactic acid some butyric acid is formed.

Why must the temperature of lactic-acid fermentation not be below about 20° C., or higher than about 40° C. ? A temperature below 20° C. tends to the formation of acetic acid, and one above 40° C. to the formation of butyric acid.

Why is lactic acid neutralized with zinc carbonate in testing it for glycerin? The zinc lactate formed is insoluble in the alcohol used to dissolve out the glycerin.

Why is sodium nitrate better than potassium nitrate in making nitric acid? It is cheaper, yields more acid, and does it at a lower temperature.

Why does nitric acid sometimes have a red color? The color is generally due to nitrogen tetroxide, which is a decomposition product of nitric acid.

Why does nitric acid give a yellow color when applied to the skin? With albuminoid substances it forms the yellow xanthoprotein.

Why, in making dilute nitrohydrochloric acid, does the U. S. P. direct that strong nitric and hydrochloric acids be mixed, and then this mixture diluted with water, instead of mixing the dilute acids themselves? Chemical reaction takes place when the strong acids are mixed, but it is questionable

whether it ensues when the dilute acids are combined.

Why should nitrohydrochloric acid be kept in bottles not more than half full? The formation and giving off of gas may go on for some time, and there is less danger of bursting the bottle when it is not full.

Why should the temperature not go over 190° C. in driving off nitric acid from phosphoric acid in the process of making the latter? A higher heat tends to form pyro- and meta-phosphoric acids.

Why does the blackening on the addition of silver nitrate to phosphoric acid, or the turbidity on adding mercuric chloride, indicate phosphorous acid? Phosphorous acid reduces silver nitrate to the metallic condition, and reduces mercuric chloride to insoluble calomel.

Why is "natural" salicylic acid preferred to "synthetic" acid by many physicians? The acid made from phenol has sometimes been found to be contaminated with carbolic and cresotic acids, which are more depressing and poisonous than salicylic acid. Synthetic acid, however, can generally be relied upon for purity now.

Why does salicylic acid sometimes have a pink color? It is due to the presence of a red decomposition product.

(To be continued.)

AN ENGLISH WINDOW.

The display shown in the accompanying illustration is contributed to the BULLETIN by John Blamey, M.P.S., chemist at 8 Market Street, Falmouth, England. The design was conceived for the purpose of competing for one of a series of prizes offered some time ago by Stephen Smith & Co., the proprietors of Hall's Coca Wine, the well-known English nerve tonic. Mr. Blamey informs us that the picture shows but one-half his window space. On the other side of the door in the center is a window of the same dimensions; and the entire frontage is 32 feet. As an interesting indication of the extent to which American products are handled by English chemists, we may repeat Mr. Blamey's statement, contained in the letter before us as we write, that "the two next displays I make shall be of the Marvel Whirling Spray Syringes and Mennen's Borated Talcum Powder."

SELECTIONS.

HUSTLING IN DULL MONTHS.

Some druggists stop their advertising during the dull season. They say: "There's no use. Many people have gone away. It's too hot. There's nothing in particular they need now, anyhow," etc. Generally speaking, that's how most dealers argue. But that is the golden opportunity for you, dear reader. When everybody advertises it is harder to gain attention and hold it. Each advertiser gets about an equal share of the business. But if you are the only one who advertises you can gain the attention of the buying public with very little effort. Many druggists have learned that it pays to push and advertise all the time. "Keep everlastingly at it" should be the motto.

A PHARMACEUTICO-CAMERIST.—Readers of the BULLETIN have doubtless been interested in the specimens of amateur photography which have been contributed to these columns during recent months by Mr. Oswald H. Sargent, of York, West Australia. In the accompanying illustration Mr. Sargent is seen, not this time in the rôle of camerist, but in that of dispenser. He passed the examination with highest honors some time ago, and is now a full-fledged "chemist," assisting his father, who is a well known pharmacist of York.

In August, seven years ago, I concluded to have a special sale. A lot of box papers were picked up at a special price and were sold close as an advertisement. Each succeeding year we have had an August stationery sale. The value of such a sale can hardly be overestimated. It is surprising how long people will remember that writing paper was offered at ten cents a pound; or that receipt books were sold at a very low price. We can look back and count many of our regular customers for stationery who were first attracted by one of our August sales. From a very modest beginning we are now doing the stationery business of the town.

When buying goods for such a sale, it should be borne in mind to get such goods as will have "talking points" for the advertising. For instance, a salesman offered me a lot of 10-cent box papers at 6 cents a box for all he had left. The lot was purchased and will give an opportunity for a truthful statement why these goods are great bargains at 8 cents a box.

Manufacturers and jobbers frequently have similar bargains, and these opportunities should be watched for during the four or five months preceding the time for the sale.

Such a sale should be a bargain sale in reality. The prices should be such as to be at once apparent that they are bargains. The object of such a sale is not to make large profits, but to sell a large quantity of goods at a small margin of profit and get out all there is in it as an advertisement. Those who buy stationery during such a sale will be apt to buy their needs during the rest of the year if the druggist sells right goods at reasonable prices.

During our August sale the tops of cases and counters are cleared of everything that can be dispensed with. The one thing to be impressed on the minds of all who pass or enter the store is stationery. A special counter is erected, constructed of two packing boxes set on end and several boards; boxes and boards are covered with paper. Stationery is in view everywhere. Windows, tops of cases, counters—all are full. Everything offered bears a neat price tag.

This year's sale will have some new features. Candles will be used instead of electric light for illuminating the windows. Window placards will read:

"We cannot afford electric light—there is too little profit in these goods."

The advertising matter sent out will be printed

on butchers' brown straw paper, and the small profit argument used as an apology for the paper used.

More space is contracted for in the newspapers than is used ordinarily. Every effort is made to attract attention to this sale. The thing attempted is to get everybody talking.

The following introductions will show our line of argument in our newspaper ads:

SIXTH AUGUST STATIONERY SALE.

"Why a stationery sale in August?" you may ask. One of the reasons is to show our stock—goods that at other times we are compelled (for want of room) to keep out of sight. We want you to know what thoroughly good stationery we sell at reasonable prices. We thought everybody hereabouts knew we sold stationery, yet we sometimes find some one who does not know. We hope this sale will acquaint everybody with our stationery department.

Another reason is to clear out some goods at bargain prices that have become slightly shopworn or that sell slowly.

Another reason is to convert the dull month of August into one of activity. It costs us just as much to do business during the month of August as any other—more, in fact, unless we counterbalance it with more business.

We heartily invite you to come and see our goods. You'll not be expected to buy unless you'd rather have our goods than the coin in your purse. Come and see.

MONEY-SAVING STATIONERY.

We save money for our customers at both ends—buying and selling.

That we buy right was illustrated a few days ago: A traveling salesman asked us respectively sixteen, seventeen, and twenty-eight per cent more than we had paid for three items. That's saving at the buying end.

We are satisfied with a smaller margin of profit than most dealers. That's saving at the selling end.

Following these announcements are short descriptions of the goods, telling why they are bargains. Prices are quoted in all cases.—H. F. RUHL in *The Spatula.*

WORKING UP A SODA TRADE.

Some four years ago my present employers hired a store in one of the suburban towns of Boston, and the location would by many have been considered anything but promising. The store was situated in a nice community in the midst of a population of four or five thousand, but some distance from the main thoroughfare and center of the town. When I entered the employ of the proprietors during their second year they gave me a brief idea of their last season's work, and told me they wanted to improve both the quality of goods and the service at their fountain, and thus try to gain the confidence of the residents in their section and a fair share of the valued trade.

Our first move was to have an "opening." That is to say, we selected one Saturday as an opening day, though the fountain had been running about two weeks at the time. We purchased from a local florist fifteen hundred roses; these we secured at a very low figure by taking such a large quantity. As we were located in a residential section we thought best to advertise by means of circulars and not through newspapers, as there was no one paper peculiar to our section and therefore feasible as a medium. We secured two honest boys and started them out to leave these circulars, going up one street and down another until every house within the radius of a mile had one of our circulars.

The result was way beyond our fondest hopes! Our store was crowded both afternoon and evening. In the evening we had music; this was donated by a couple of friends who were fine players on the guitar and mandolin, and it added much to the enjoyment of the occasion. The day itself was in our favor, being a warm spring day—one of those that make a glass of soda a temptation hard to resist.

ANOTHER PHARMACEUTICO-CAMERIST.—This panoramic view is contributed to the BULLETIN'S picture department by Mr. Kirby Jones, of Grand Marais, Minn. It shows the harbor of Grand Marais looking southward, with the lighthouse at the neck and the mountains beyond. Mr. Jones is evidently a very successful camerist, in further proof of which we shall offer a couple of additional photographs next month.

We thus had a fair start, every one was pleased, and the day such a success that we determined to have another similar one in the near future. This we did about a month later with about the same result, and so once a month during the entire season we had a flower day. They have proved to be our best advertisement, and not an expensive one, for the increased sales on such days more than pay all of the expenses. The quality of our goods keeps the trade coming, and during the soda season we always have a crowded fountain in the evening, this being the time of day when we have our best trade.

We have believed in plenty of advertising in our section, and we send out a circular at least once a month to all the residents calling attention to something special in the drug line, always saying a word about our soda fountain. We have found this an easy way to reach our customers and others in our section of the city, and our flower days are the talk of the summer. The young people meet at our fountain; and I have found that it pays to make friends with all fountain customers. A pleasant good morning, a nod and a smile to a waiting customer, showing that he has been seen, do much to keep him good-natured while you are waiting upon a fussy customer.—Condensed from a paper by "A Dispenser" in *The Spatula.*

HOW TO GET OUT A STORE PAPER.

There is, perhaps, no kind of advertising which is so rich in returns for the city druggist as a little store paper gotten out by himself, especially since the idea is comparatively young, and not many men have yet adopted it. If no druggist in your part of the city has begun the publication of a paper, let me advise you earnestly to launch one at once. And let me tell you how to get it up:

Have a four-page paper 8x10¼ inches in size, with four columns to the page. Call it "Smith's Monthly" or "Smith's Bulletin," or Smith's whatever-you-please. Have it printed just as a regular journal or paper would be, with the title, the date of the issue, the volume number, the publisher's name, the publisher's address, and all that sort of thing. In order to have the paper look still further like a regular journal, have all the matter but the display ads. set in ordinary small type, with a head over each paragraph or article. Have this solid reading matter of general interest—not advertising. Limit the advertising to single and double-column display announcements just as the newspaper does. This may seem like wasting a good deal of space that might be used for advertising matter, but you must realize that the journal must first be made interesting to people; otherwise they will not read it, and all your advertising goes for naught. Consequently, select the reading matter with great care; use good jokes, amusing incidents, useful household hints or formulas, and other odds and ends.

If you can make the journal interesting enough so that people will look forward to its arrival every month, you have gained your point, for you may be sure that if they read the text matter they can scarcely avoid reading some of the display ads. Have these ads. sprinkled rather freely throughout the number, using from 12 to 15 in each issue. Make these catchy and attractive, and put cuts or illustrations in them wherever possible. Have the paper published at regular intervals, preferably on the first of each month, remembering that much of its success depends upon people looking at it as a regular periodical, and waiting for its appearance as they would for that of *Munsey* or the *Cosmopolitan.* Still further to carry out this notion, mail it to people each month on publication day, using No. 10 envelopes with "Smith's Monthly" printed on the outside. Some of the issue, of course, can be kept on the counter or show-case for transients and people not reached by mail. Finally, have it printed on a good quality of paper, and have the matter displayed nicely. If you are going to do the thing at all, do it *well;* otherwise people will ignore it and your efforts will yield nothing.

Possibly you are thinking this rather an expensive means of advertising, and I cannot say that you are

"A WHALEBACK."—This illustration shows one of the "whaleback" vessels used on the Great Lakes to carry iron ore and other freight. The picture was taken by Dr. Edward Kremers, of Madison, Wisconsin, as long ago as 1892, on the way to the White Mountain meeting of the A. Ph. A., and illustrates a sight which will become familiar to visitors at this year's meeting of the association, at Mackinac Island, Michigan.

wholly wrong. It *is* rather expensive, but it richly pays for itself in results. If you make an annual contract with some printer having type-setting machines, and if you bring your journal out twelve times a year, you can doubtless get 2000 copies, say, printed monthly, for $20. Perhaps this can be cut down in some cities to $17. If you mail 1000 copies, the item of postage means $10 more, the whole amounting to $27 or $30 monthly. I am aware that this is quite an expense, but I can tell you unhesitatingly that the returns will far more than pay for it if you make the journal interesting and attractive, and get it out in every way as it should be. It will make your name and business familiar to every house in the neighborhood. Indeed, it will be like a personal visit from you every month. Instead of sinking into obscurity, and being lost in a hurrying city, you will be known all over your section, and when people want anything in the drug line they will at once think of you. A store paper will bring you more new customers, and *keep* more of them for you, than any advertising plan I know of. Publish a store paper, I say, and publish it as it should be published.—Condensed for the BULLETIN from an article by DAVID R. DORN in *Merck's Report*.

THE HOME MANUFACTURE OF CHEMICALS.

A. E. Mieding, in a paper read before the Wisconsin Pharmaceutical Association, states that most of the chemicals of the U. S. Pharmacopœia can be prepared in a small way at a smaller cost than they can be bought in the market in less than quantity lots. The largest expense lies in the application of heat, and the necessary apparatus for this purpose is to be found in most drug stores. The author urges that this work in the pharmacy is of the greatest educational value to the clerk and apprentice, giving them valuable training in the processes of manipulation requiring thoroughness, cleanliness, and exactness. Ordinary advantages should be utilized; thus in a store heated by means of a hot-air furnace, the registers will answer for such processes as evaporation, solution, granulation, desiccation, etc. A steam or hot water radiator may be used for the same purpose. "By following the processes of the Pharmacopœia and the dispensatories, a great many chemicals can be made economically and advantageously, widening the field sufficiently to encourage the employees for further utilization of the capacities on hand, besides rendering dull times and rainy days shorter and more pleasant."

A HANDSOME ARIZONA PHARMACY.—The photograph from which this engraving has been made was unfortunately not very good; but the pharmacy depicted is certainly one of uncommon beauty and simplicity of design. It is situated in Tucson, Arizona, and is owned by Mr. Fred. Fleishman. In the rear is a laboratory which is nearly as large as the salesroom shown in the illustration. As everybody knows, Tucson is a great health resort; hundreds of invalids are visiting the place constantly; and it is quite likely that Mr. Fleishman and his Tucson confrères in pharmacy all do an excellent business.

LETTERS.

A NOVEL PHARMACY.

To the Editors:

It is supposed that when a person enters a drug store he is in search of medicine; and oftentimes he does not like any one to know his ailments, and is a little bashful in asking the salesman for what is wanted in the presence of by-standing customers.

It is for this reason that I have planned my store, now in course of construction, as follows:

It is a double store, built with an arch above each door. The right-hand entrance will lead to the ladies' pharmacy, and the left to the gentlemen's pharmacy. In the center of the two doors will be the name of the firm: "A. S. Braud & Co."

A distinct separation of these two departments will be made. The partition between the two rooms will be of shelves, covered on each side by transparent glass doors. The same set of show bottles will then do for both departments. They will be labeled on both sides, so that the lady pharmacists can save time and get them without entering the other department, while the man pharmacist can do the same thing from his side of the partition.

In the front part of the partition the soda fountain will be placed, with a door communicating with both departments. In the rear of the partition will be the prescription counter, also with a door communicating with both departments.

The ladies' pharmacy will be conducted by a lady pharmacist who will have full charge of that department, while the gentlemen's pharmacy will be conducted by a man pharmacist, likewise having full charge of his department.

There will be only one prescription counter, however, and here prescriptions for both departments will be compounded. In the front of the store, between the two arches, will be a little horseshoe-shaped parlor for the convenience of couples desiring to drink soda and eat ice cream. This, as you will see, will accommodate more people and at the same time prevent crowding.

The building will be a two-story one, fifty feet in front by sixty feet in depth. This will give ample room for the laboratory and the physician's office. These are my own ideas, and they indicate the way I expect to conduct my business in the future. For the rest, the store will be conducted in the same manner as all other up-to-date drug stores.

A. S. Braud, M.Ph.

Opelousas, La.

A PHARMACIST-POET FROM ENGLAND.

To the Editors:

Here is something you may find worth publishing:

DOT BIG NEWVOUNDLAND DOG.

Mine neighbour had a big blag dog—a big blag dog vas 'e,
'E kept 'im in der stable yard—to mind der proberty;
'E frighten'd all der men avay, und gave der vimmens fits,
Und knock'd der liddle children down—und tore dare close in bits.

Dey 'ad to chain 'im up at last; von day ven down der street
'E vent into a sausage shop, and stole a piece of meat;
Dey chain'd 'im up for kvietness, but rain, fire, snow or fog,
'E houl'd avay bei day und night—dot big Newvoundland dog.

Der neighbours dey gomplain'd of 'im, und all dere names wrote down—
To haf dot dog removed avay, und tagen out of town;
Dey tried to kvieten 'im mit spongch, und den dey tried mit bricks,
Mein Gott! dot dog haf got some lungs! 'e barkit at dere tricks.

I vas apotheker next door, und all der bloomin' day
Dot dog 'e vas "terriblement"—und to mineself I say:
"Dot animal must be made kviet—bei tunder und bei blitz
Me tink dot dog soon vill be ill—mit apoblectic fits."

Von day mein neighbour vent avay, und left de dog in charge,
'E vas not tied up mit a chain—'e vas you say "at large,"
I give 'im strychnine mit some meat, und den mit shnip—shnap—growl—
Ach Himmel! you should just haf heard dot big Newvoundland howl.

'E tumbled down as 'e vas dead, und den to make 'im sure,
I put 'im in de stable pit, all cover'd mit manure,
Und ven mine neighbour 'e gome home—'e set de place agog,
Und svare 'e kill der man who stole 'is big Newvoundland dog.

Acetum.

Southport, England.

REGARDING "THE INTERPRETATION OF PRESCRIPTIONS."

To the Editors:

I have been very much interested in the series of articles on "The Interpretation of Prescriptions" by Professor Pepper. (If he is not a professor, he ought to be!) I have had eleven years' experience as a practicing physician, and forty-three years as a druggist. I therefore feel very much interested in this important subject. Fifty years ago prescriptions were not used to any extent by country practitioners, and then the chirography was plain and legible compared to what is the case to-day. I am very much inclined to judge a physician's qualifications by the plainness of his writing ("present company, of course, always excepted"); and every

physician should use the greatest care in penning prescriptions, as he might easily be the cause of serious disaster to the patient, placing himself, indeed, in a worse plight than that related in the last Camp-fire instalment by "Al Lows."

Now, as a druggist, I would not take the responsibility of "interpreting" any illegible prescription. If the doctor could not write legibly, I would not take any chances in filling his order, but would return the prescription without filling it. To make a mistake would involve a suit for damages in addition to the danger of perhaps having the patient's death laid at your own door. It is quite likely that you would be charged with not understanding your business, and the doctor would be the very first one to censure you! Very few druggists have the skill in deciphering difficult prescriptions that is possessed by Mr. Pepper, and the only safe and wise way, in my judgment, is not to attempt the filling of any such orders. If druggists would act upon that rule, physicians would then take pains to write plainly and would save the druggist lots of time, trouble, and lawsuits.

A. J. GARDNER.

Grand Rapids, Ohio.

PERCENTAGE SOLUTIONS AGAIN.

To the Editors:

I have followed the discussion of percentage solutions, lately appearing in your columns, with much interest; and beg leave to suggest the use of the metric system as the only rational and scientific method of solving such difficulties. This plan should commend itself on account of its extreme simplicity, and, in fact, may be cited as merely another instance of the superiority of the metric system over the one now generally in use.

We desire, say, 30 grammes (approximately 1 fluidounce) of a 5-per-cent solution of cocaine hydrochlorate. Therefore, 30x.05=1.5 grammes of the cocaine salt to be used, and the difference (30—1.5=28.5 grammes) is the amount of water to be added. As one gramme of water occupies a volume of one cubic centimeter at ordinary temperatures, the amount of water to be added is 28.5 cubic centimeters. The result is 30 grammes (not 30 cubic centimeters) of a solution containing *exactly* 5 per cent of the salt by weight.

In my opinion, as long as such problems are calculated on the basis of the *volume* of the finished solution, it will be impossible to avoid error. The correct method is to base your calculations on the weight of the finished product only.

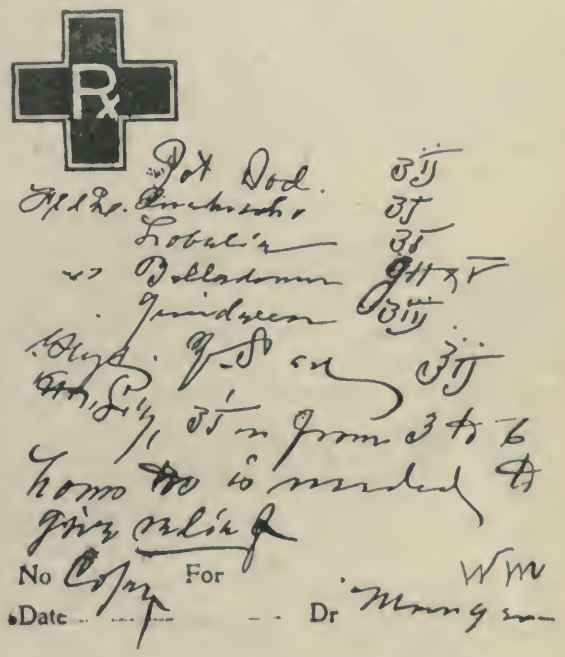
VINCENT BENEDICT.

Chicago, Ill.

A NUT TO CRACK.

To the Editors:

The BULLETIN Family has apparently been greatly interested in Mr. Pepper's series of articles on the "Interpretation of Prescriptions." Here is one



for interpretation. What is the second ingredient? Let readers of the BULLETIN crack this nut after receiving Mr. Pepper's instruction for several months.

JONAH F. RUPERT.

Hooper, Nebraska.

"A CHANCE TO EARN TEN DOLLARS!"

To the Editors:

Here is my interpretation of the postal card reproduced in *facsimile* on page 250 of last month's BULLETIN:

"I want to tell you that I received your menthol balm (two 50c. jars). I was not at home when the expressman brought it, and so my wife paid him $3.50 (advance charges), and 60c. for freight or express. This makes a total of $4.10 for two 50-cent jars of menthol balm. There was evidently a mistake made in this charge, either by your firm or by the express company. The next day I laid claim for the extra charge of the express company. They gave me no immediate relief by paying back to me the extra charges they had received from my wife, but told me that as soon as they could learn the

right of the matter they would refund the overcharge if it were their fault. I have now waited fifty days, but I have heard nothing from them. Now if you desire to enter the claim for this money, it will greatly oblige me to have you straighten the matter out. I am sorry to trouble you, but this charge is evidently erroneous, and as my money is lying idle a hasty settlement would oblige,

Yours very respectfully, etc."

F. A. HALL.

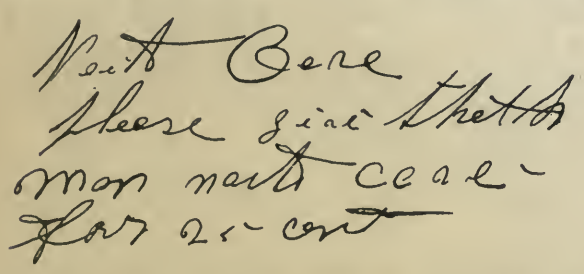
Indianapolis, Ind.

[NOTE BY THE EDITORS.—Since the foregoing letter was received and set in type, similar interpretations have reached us from Theodore Mueller, West Allis, Wis.; J. O. Thornton, Hamilton, Ohio; John L. Kantor, 145th Street and Brooklyn Avenue, New York; Mrs. G. L. D'Ary, Wartburg, Tenn.; H. E. Edy, of Brantford, Ont.; and others. Mr. Thornton remarks: "If the facts in the case bear me out in my interpretation of the message I shall expect Mr. Bramhall to send me the 'ten' as soon as the 'right will be out,' for I 'need the money.'"]

A "NIGHT CASE!"

To the Editors:

Here is one that you would be safe in putting before the readers of the BULLETIN and offering a prize for its decipherment. "Night case" is certain-



ly a new one to us, although once this name were made out from the order one would have no difficulty in understanding what was wanted.

M. SEIBERT & Co.

Iron Mountain, Michigan.

WINDOW DISPLAY OF LINIMENT.

To the Editors:

From sheets of dead-black paper cut three very large circles. Duplicate these disks in a paper of a striking shade of blue. Along the left margin of the window-pane, from a point about two feet from the stage, paste the black circles a few inches apart. With the blue circles do likewise down the right margin. Fashion these round forms of such a size that they will claim the entire width of the pane, excepting about six or eight inches down the center and two or three inches at the window frame on the sides. Paste a long strip of white paper vertically down the space left in the center, and print on it this inscription: "Have you any BLACK AND BLUE SPOTS? or stiff joints?" Arrange two pyramids of "Our Home Liniment," one on either side of the window. Completely cover one of the forms on which the preparation stands with black cheesecloth, and the other with blue. If the color of the wrapper or carton of the counter-irritant be yellow or buff, the contrast here will surely be catchy. Display small price tickets on the preparation and exhibit some of the ingredients in the window center labeled in plain English, with an explanatory card close by. To the rear of the black pyramid hang a thin blue curtain, and behind the blue figure drape a black background.

JOSEPH HOSTELLEY.

Collingdale, Pa.

"OUR PHARMACEUTICAL INSTITUTIONS."

To the Editors:

I am always interested in matters pertaining to the history of American pharmacy, and was therefore very much surprised by a statement made in your editorial of last month on "Our Pharmaceutical Institutions." Last Wednesday I forwarded the annual invitations of the Cincinnati College of Pharmacy, and from these you will note that this institution was incorporated in March of 1850. Our mutual friend, Mr. W. S. Gordon, was president of the college at the beginning of the Rebellion, and he was the first officer of the rejuvenated college after the war in 1871. A fire in the Gordon establishment destroyed all the records of the institution prior to the war, but if my memory serves me rightly Dr. Gordon was the first president in 1850.

C. T. P. FENNELL.

Cincinnati, Ohio.

[NOTE BY THE EDITORS.—In the editorial referred to by Professor Fennell, it was stated that only four colleges of pharmacy had been founded up to the beginning of the Civil War—the colleges of Philadelphia, New York, Baltimore, and Chicago. This statement was made on the authority of Dr. Hoffmann, who delivered the address on historical pharmacy at last year's Jubilee meeting of the American Pharmaceutical Association. We are glad to have Professor Fennell correct the error.]

A GOOD SUGGESTION.

To the Editors:

I believe the BULLETIN is better, if possible, this year than it has ever been. I begin to watch for it on the first of every month, and when it comes read it from "start to finish." I am going to have all my

back copies bound, two years in a volume. This will make a nice sized book, and will cost me only $1 each—which is but 50 cents per year. By this means the copies are effectually preserved and made easy for reference at any time.

I have another scheme which I think is useful. I use a blank book, indexed all the way through. Whenever I run across a good formula or piece of uncommonly valuable information of any sort, I enter a record of it in this book, giving the name of the journal, month of issue, year, and page. I call this book my "General Index."

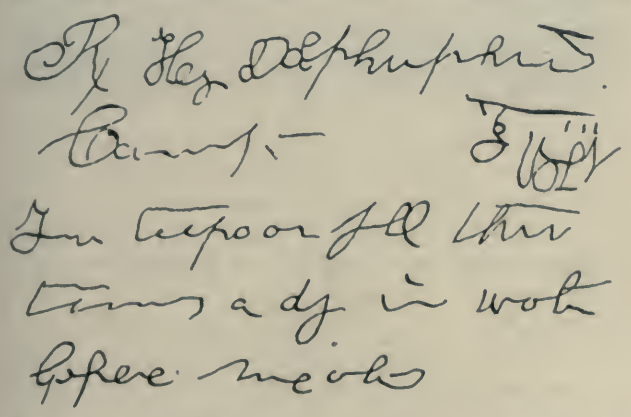
J. O. BURGE.

Nashville, Tenn.

SOMETHING OF A PUZZLE.

To the Editors:

I enclose an exact copy of a prescription sent in by a regular physician some time ago. It has proved a puzzle to nearly every one. I succeeded in solving



it after a time. Perhaps readers of the BULLETIN would like to tackle it.

D. A. SANDERS.

Morrisville, Vt.

A WINDOW TRIM OF TALCUM POWDER.

To the Editors:

A platform occupied the rear half of the window, and both platform and floor were covered with bright-figured crêpe paper. The main feature of the display was a toy drum, the head of which was removed and a Manila paper head substituted. This paper was lightly rubbed with a little linseed oil in order to make it resemble the real skin. After being stretched over the drum it was then broken in, the purpose being to leave ragged edges. The drum and sticks were placed on the floor of the window near the glass, and a display of ten-cent talcum powder was put on the floor about the drum and on the platform. One box lay open, its contents spread on a square of black tissue-paper, showing very clear and white against the black background. A card near the drum completed the display. It read: *"It can't be beat—our ten-cent talcum powder."*

LOREN D. LARKIN.

Hoosick Falls.

A CHORUS OF PRAISE.

To the Editors:

Your journal is thoroughly up-to-date. The ideas given in each issue pertaining to modern advertising are alone worth the subscription price.

J. M. SISSONS.

Beeton, Ont.

* * *

We hand you herewith our check for next year's subscription to your most valuable journal. It is one of the very best which comes to our desk, and we are glad to say that it pleases us in every particular. N. R. FARRIS & Co.

Salem, Ky.

* * *

Have taken the BULLETIN for seven years and think it is better every year. I think enough of it to have each volume neatly bound, and now have a nice little row of BULLETINS and often refer to them.

L. C. FAIRBANKS.

Marshall, Mich.

* * *

My clerks would not hear of letting the BULLETIN OF PHARMACY go. It is the best paper of its kind published. THOMAS SHOTBOLT.

Victoria, B. C.

* * *

To the Editors:

The BULLETIN OF PHARMACY is the finest drug journal that we take. F. B. HURSLEY & Co.

Brussels.

* * *

To the Editors:

We are well pleased with your excellent publication, and it has been of considerable use and interest to us during the past year.

THE R. B. LORYEA DRUG STORE.

Manning, S. C.

* * *

To the Editors:

Your BULLETIN is the most interesting drug journal that comes to my desk. GEO. E. HUNT.

Wautoma, Wis.

BUSINESS HINTS.

The Display of the Ad.—

A writer in *Printers' Ink* calls attention to the fact that the display ad. is going out of fashion—or, to be more correct, has already gone out. When display type was first invented, the paragraph style of setting ads. which had prevailed before gave way to bewildering combinations, and to "compilations of shouting phrases." The trend of the strictly modern ad. is toward the old form—the simple paragraph. Look into the city dailies and the magazines. The ads. that stand out there are almost invariably paragraphs. They require no display, for they are meant to be *read*. The display of the old-style ad. is not good typographical art, though it has long been held in awe by compositors. The more exquisitely the different parts of such an ad. are balanced in their little pens of border, the more difficult they are to read. The purpose of an ad. is to be read—nothing more whatever. The thinking adwriter found this out ten years ago, since when he has fought battles with both the compositor and the meat market man. First he went to the market, found out the real inner facts concerning each phrase in such an ad., forgot the stereotyped ways of expressing them, and built a live, terse paragraph from the material he had gathered around each one. He made a series—one ad. about sausage, another about wall-paper, another about hides, another about poultry. Then he stood over the compositor, forced him to use but a single black catch line, setting the body of the ad. in one or two plain paragraphs. The compositor was in the height of the bent rule period about that time, and demurred, but by and by he caught the idea. Now, in all the cities where ads. are set for large advertisers, the old school of display is almost forgotten. But it still survives in country offices.

A Tooth-brush Window.—

This comes to the BULLETIN from H. F. Ruhl, of Manheim, Pa. Unfortunately the photograph is very poor indeed, and does not adequately give one an idea of the window. The central feature was really quite clever. It was a monster tooth-brush composed in the following manner: The handle was made of soft pine, and was 6½ feet long, 6 inches wide, and 1½ inches thick. The board was first cut into a shape like the handle of a tooth-brush, and then the edges were carefully rounded and sand-papered. Tooth-brushes were afterwards placed in it in such manner as to represent bristles. For this purpose holes three-sixteenths of an inch in diameter were first made in the board, and with a chisel were enlarged in size and shape in order to fit the ends of the tooth-brush handles. About 100 brushes were required. Mr. Ruhl informs us that soft wood must be used. The tooth-brushes will not remain in proper position unless the wood is so

soft that the handles can be forced into the holes. The position of the brush in the window is shown by the illustration, and it is only necessary to add that the floor of the window was covered with tooth-brushes thrown in carelessly. A placard braced up in the center of the floor read as follows: *"If a brush costing 25 cents or more sheds its bristles in two months, come back for a new one!"* Mr. Ruhl says that the display attracted a great deal of attention and sold a large number of brushes.

A Theatrical Stage in the Window.—

A druggist whose windows are not the least attractive part of a very attractive store, has hit upon a plan for calling the attention of the passer-by that is distinctly novel. This particular window (*Pharmaceutical Era*) drew the attention of people who seldom look at a show window of any sort. The novelty consisted of a stage, in miniature, of course, with handsomely painted scenery and pretty "props" to match. The scene was a beautiful lawn with rustic chairs and a wood drop for a background. In the center of this lawn was a fountain, constantly playing, and at intervals of five minutes the color of the water would change. This was kept up for about an hour, and the curtain would descend and remain down for about fifteen minutes, when the performance would be repeated. The idea was so

novel and the effect so pretty that it attracted a great deal of attention throughout the day. At night the effect was enhanced by the use of colored lights. This ad., while apparently simple, cost a good deal of money, as it required the services of a scene painter and an electrician, but the proprietor says he loses nothing, which means that it pays.

A Corn-Cure Adv.—

This is used by W. C. Wheelock, of Kalamazoo, Michigan:

HE WOULDN'T LIE ABOUT IT!

Read What He Says.

KALAMAZOO, MICH., Sept. 21, 1901.

I have been troubled with corns for the last thirty years and have tried almost everything on the market with no success until hearing of Wheelock's Invincible Corn Cure. I tried a bottle, and after using it three days it removed all the corns from my feet.

I heartily recommend it to all troubled with corns.

Yours truly,

A. D. VOSBURG.

917 N. Church St.

Manufactured and for sale by Wheelock the Druggist, corner of Kalamazoo Ave. and Rose Street.

You can't get it anywhere else.

Exploiting His New Fountain.—

Mr. B. S. Cooban, a man well known to BULLETIN readers, installed a new fountain this spring. In honor of the event he got out a handsome four-page folder telling about his soda service, and this is the way he made his new fountain tell:

COOBAN'S MAGNIFICENT NEW SODA FOUNTAIN.

This is the most perfect Soda Fountain, of the latest type, made by the leading manufacturers in America. Its exterior is of the most costly material—white onyx. The design is an exquisite work of art. The syrup-cans, 16 in number, are made of porcelain, which is a guarantee that the fountain is aseptic, inasmuch as none of the syrups touch any metal. This is our twelfth year, and we believe that there is no Soda Water superior to ours served anywhere in the United States. Our Ice Cream is as pure as the purest fresh Jersey cream, first grade sugar and genuine vanilla extract can make it. We make it all ourselves and know. It is all made in a sanitary building. Every ice cream can is scalded and absolutely clean before being used a second time. All of the glasses used at our Soda Fountain are washed with hot water and soap, and then polished before being used again. Soda water in all of its combinations cannot be made more delicious, more wholesome, or more appetizing than we make it. Our Soda Water is of such a superior quality that some physicians in the neighborhood advise their patients to come to us whenever they want to drink Soda Water of any kind.

A Cigar Advertisement.—

The following advertisement was used some time ago by A. R. Cunningham, of Detroit, in his little drug-store paper:

The Best Brands of Cigars

to be found in the city are to be obtained here, and they are kept just right. You won't find them dry and brittle, with the wrappers peeling off. They are always in good condition when kept in a cigar case like mine When you want a good smoke come and inspect our choice line of cigars.

Andrew R. Cunningham
264 Jos. Campau Ave.

Advertising a Headache Cure.—

Charles A. Miller, a successful Boston druggist, puts out a headache and neuralgia remedy which he calls "Kra-nol." A four-page folder is employed among other advertising methods used for exploiting the specialty. A novel feature of this folder is the cover. A very amusing amateur photograph is shown of a pussy lying in a mortar. Around her head is a bandage, and over the top of the engraving are the words: *"Oh, Such a Headache!"* Under the engraving is this legend: *"How to Cure it."* This is one good instance of how pictures can be made to serve most attractively for advertising purposes.

A Soda Opening Day.—

The following clipping explains itself. It was taken from a copy of the *Times* of Tampa, Fla., and of course appeared early during the soda-water season. It may contain a suggestion for energetic and wide-awake pharmacists.

The Hutchinson-Cotter Drug Company's establishment has been all the morning the scene of unusual animation. A bevy of charming young ladies—the prettiest in the State—have been serving refreshments for the benefit of the children's home, and the store has been crowded all day long, quite a

sum having been taken in during the day. Professor Turner has offered the use of a piano, and music will add its charms to the evening. Refreshments will be served until 10 o'clock.

Something Out of the Ordinary.—

We hold in our hands as we write a 4¼ by 8½ inch circular which is so much out of the ordinary that we expected to describe it for the advantage of BULLETIN readers. It is so different, however, from the average advertisement that a description would after all be of little use, and so we have decided to reproduce it in *facsimile*. Here it is:

BOSTON BROWN BEANS FOR BILIOUS BIPEDS

25 Doses for 25 Cents

I am a Little Boston Brown Bean and speak for myself, make my home at

BRAMHALL'S DRUG STORE,

Am searching for Lazy Livers, Sour Stomachs, and Splitting Heads found in Bilious people.

While you are sleeping I am at work, and always work alone. (Dose, One bean). Not an ache or a pain nor a sound out of me.

I am modest and gentle and deal kindly with people in order to do them good. Try me for a penny a dose. I promise your money's worth.

Some people say I am so LITTLE, therein my power lies.

I'm not so very big I know,
But I would not be tall;
I always did dislike to grow,
And that's just why I'm small.
Some tell me in provoking words,
I'm barely shoulder high,
But I don't mind, I simply say,
I'm little, but—Oh my!!

DOSE.—One bean at night. In extreme cases, one bean night and morning.

ADDRESS ALL ORDERS TO

BRAMHALL'S DRUG STORE,

SAN BERNARDINO, CAL.

A New Advertising Idea.—

At any rate it is new to us. It comes to us from the Jackson Drug Co., of Shenandoah, Iowa. First, an ordinary folder, printed in black on rather heavy red stock; on the cover page is simply the title, *"For Forgetfulness;"* on the second page is a hand with extended index-finger pointing to the text on the third page; and then running through the extended finger is a small cord or thread about 3 inches long and having on the other end of it a white ticket, 1⅛ inches square, and bearing this legend: *"Lest You Forget."* This is certainly a novelty. The striking contrast in color between the white ticket and the red folder makes the ticket conspicuous, and it is made even more to attract attention by the white cord with which it is fastened. We can scarcely see how this contrivance could fail to develop the curiosity of almost any one, and lead him to examine the thing further. We may add that the folder is gotten out to advertise the products of the soda fountain.

Good Advertising Advice.—

"Boil down your facts!" urge the advertising seers. "Cut out the superfluous words! Be brief and you will be forceful." Which is excellent advice as far as it goes. *Printers' Ink* thinks it must not be taken too literally, however. While brevity is the soul of wit, it is not the soul of advertising, but merely an accessory. The soul of advertising is interest. Brevity must conform to it. Advertising is not altogether the art of saying things in the minimum number of words, but of saying them in forceful words, and as many as are needful for the purpose. Sentences may be filed down to a fine point, but the point must not be filed away. In certain cases three sentences are more effective than three words of epigram. The adwriter must exercise judgment, looking to his matter rather than to the economy of words in preventing it.

Advertising One's Soda Water.—

Early in the present soda-water season the McComb City Drug Store, of McComb City, Miss., got out a rather pleasing and simple little card for the purpose of attracting attention to its soda service. The card was mailed under two-cent postage, and was of a size to go nicely into a No. 5 or 6 commercial envelope—3¼ by 5¼ inches. The stock was a very light bluish-gray in color, and was of the expensive kind used in fine stationery, though somewhat heavier. On one side was printed, in olive-green ink, *"You are Cordially Invited,"* and on the other side, *"To Try Our Famous Ice Cream,"* etc., etc. Then followed a considerable list of the leading drinks dispensed at the soda fountain.

PRACTICAL PHARMACY.

Development Stains on Photographic Plates.—

There is a kind of metallic deposit seen on plates after development, generally more noticeable on old plates. To get rid of this kind of stain, dip a soft rag in wood alcohol and gently rub over the place. When the stain is in the film and not on the surface a different treatment is demanded. It must then be dissolved out, and the best way to do it is that recommended by Chapman Jones. He advises a weak solution of caustic soda. Make a ten-per-cent solution of caustic soda, and take five drops to the ounce of water. Soak the plate in this two or three minutes. If the solution darkens, pour it off and flood the plate with fresh solution. Wash well under running water, and when dry it will be found that the stain has disappeared.

Some operators recommend the acid fixing bath or hypo and oxalic acid, but this only lightens the color of the stain and does not obliterate it. True, this is sometimes sufficient to prevent the stain from showing in the print, but it is best to use the foregoing method, as it removes every trace of the stain.

Bacteria and Milk.—

In a recent bulletin the Health Department of Chicago declared that "milk bottled in the city, as a rule, comes from some unknown farmer, is hours in transit without ice, and in bottling is contaminated by city dust, filthy washing water and numerous infections collected by the dirty milk bottles. It is the bacteria that have become virulent by feasting on human tissues that are dangerous. A soiled bottle returned to the milkman by a mother whose baby has a diarrhea will infect the score or more of bottles that are washed in the same water with it. The dirty milkman is more dangerous than the dishonest one. Properly produced and safeguarded, milk can be placed in the hands of the city consumer pure and wholesome. Improperly handled, especially in hot weather, it often becomes a disease-breeding fluid. Who is your milkman?"

Receiving and Filling Prescriptions at the Hegeman Central Pharmacy.—

The handsome and elaborate new pharmacy of The Hegeman Corporation in Greater New York was shown in the BULLETIN some time ago. The system of receiving and filling prescriptions used at this pharmacy is interesting, and may be explained briefly: A receiving clerk takes the prescription and the customer's name, giving him a numbered check. The receiving clerk gives the prescription to the label man, who writes the directions, pins them to the prescription and passes them to the head clerk. The latter prices and assigns the work to a filler. The filler has no writing to do. He returns the medicine to the head clerk, who checks the contents and places the bottle in a cabinet behind the delivery clerk. The latter requires the customer's number and name as a double check when he gives out the medicine. Both name and number are recorded with the prescription and date.

Why Calomel is not Changed in the Stomach.—

In a paper read before a meeting of the Philadelphia College of Pharmacy, and printed in the *American Journal of Pharmacy,* Dr. C. B. Lowe answered the question, "Why is calomel not converted into corrosive sublimate in the stomach by the aid of the hydrochloric acid of the gastric juice?"

"In the first place," said Dr. Lowe, " the percentage of HCl in the gastric juice is small, only 0.2; in the second place, the temperature of the stomach is only 100° F.; in the third place, the food does not remain in the stomach subject to the action of the gastric juice more than two or three hours. In the experiment of Rutherford and Vignal, 5 grains of calomel was subjected to the action of the normal gastric juice for *seventeen* hours at a temperature of 100° F., and not more than 1-35 of a grain of corrosive sublimate was produced. What does take place is probably the formation in the stomach of a complex albuminate of mercury, sodium, and chlorine, or if it reaches the duodenum unchanged, it is decomposed and the gray oxide is precipitated."

Alcohol in Dilute Solutions.—

G. Argenson (*Bull. Soc. Chim. de Paris*) proposes a method of determining ethyl alcohol in extremely dilute solutions, by which he claims that one part in a million may be determined. The weak solution of alcohol is treated with strong chromic acid mixture and then distilled. If a few drops of fuchsin solution which has been decolorized by sulphurous acid are now added, a violet coloration is produced, the intensity of which depends on the amount of aldehyde present. This color is then matched with a solution of potassium permanganate of known strength. It is, of course, necessary previously to determine the value of the permanganate with alcoholic solutions of known strength. If aldehyde is present, as an impurity in the alcohol, this

must be first determined. It is important in preparing the fuchsin solution to stop passing in the sulphur dioxide as soon as a pale pink color is obtained.

Improved Cold Cream.—

Professor Scoville, after declaring that the consistency of the official cold cream varies too much with changes of temperature, offers the following formula as superior in this respect (*Southern Drug Journal*):

White wax	14.2 Gm.
Liquid petrolatum	60.0 Gm.
Borax	0.8 Gm.
Rose water	25.0 Gm.

Melt the wax, add the liquid petrolatum, and stir until all is fluid. Dissolve the borax in the rose water, previously warmed, and stir into the fats.

A slight variation in the proportions of wax and liquid petrolatum will give creams that are firmer or thinner as desired. Thus, for the same amounts of borax and rose water, there may be used 12 to 18 grammes of white wax, and enough liquid petrolatum to make 100 grammes of finished cream. The larger the proportion of wax, the stiffer will be the cream.

Ammonia Liniment that Will Not Separate.—

Trouble is experienced when cottonseed oil is used for ammonia liniment as directed by the U. S. P., the oil and water separating, though with other oils there is also more or less separation. Lard oil or neatsfoot oil, used instead of cottonseed oil, makes a fairly good mixture; or the cottonseed oil will make a good mixture if to every pint of it half an ounce of crude oleic acid be added. The following method will usually insure good results: Mix 16 fluidounces of cottonseed oil with ½ fluidounce of crude oleic acid, add 8 fluidounces of stronger ammonia water, agitate thoroughly, set aside for some time, agitate occasionally, and then add water with a little alcohol if necessary to reduce the mixture to the proper degree of thinness.

Persian Opium.—

Siedler communicates (*Oester. Zeitschrift*) some interesting particulars concerning Persian opium. The seeds are sown in the spring and the capsules incised in April, May, or June. The fresh opium is often kneaded with the hand into cakes, or rolled with the arm on a smooth piece of wood, and pressed into cylindrical molds. Sometimes it is made into bricks, which, however, are not of definite weight. The sticks of opium are wrapped in white paper, but cakes and bricks in colored paper, usually red. The chief centers of production are Meshed, Khorassan, Ispahan, and Hanadan, Meshed opium being the most highly esteemed. It is exported to London, America, Hong Kong, China, and Russia; but much is consumed in the country itself.

Soap Liniment that Does Not Solidify.—

Answering a correspondent who complained that his soap liniment, made according to the U. S. P., always solidified, the editor of the *Western Druggist* replied that a great deal of trouble has been experienced in making this preparation according to the '90 U. S. P. This work directs the use of soap in fine powder, and it appears that much of the powdered soap of the market is derived from soap made with an animal fat. The next edition of the U. S. P. will no doubt direct the use of Castile soap shaved into fine pieces, and dried to a definite weight. In the meantime this is what druggists should do, when no further trouble will probably be experienced.

Syrups and Shelf Bottles.—

Ephraim D. Irvine, Ph.G., writing in the *Western Druggist,* says that "syrups should never be kept in the loose-stoppered, so-called syrup bottle. Among all the preparations on the druggist's shelves few are more susceptible to rapid decomposition than syrups, and yet druggists are invited by manufacturers of glassware to keep their syrups among the rows of other bottles on their shelves, in bottles the principal characteristic of which is that the stoppers do not fit tightly. Syrups should be kept in ordinary cork-stoppered 'packers' in a cool place."

Bichloride of Mercury Gauze.—

A neat and quick way (first suggested by Professor White and later by C. B. Lowe) for determining whether a change has taken place in bichloride of mercury gauze, by which it may have been partly changed into the mild chloride (calomel), is to pour lime-water upon a small piece. If a black color is produced, the change has taken place.

Sophisticated Saffron.—

Mansfeld (*Apoth. Ztg.*) reports having seen several samples of saffron which had been adulterated with saltpeter. In three samples the quantity of the adulterant was found to be from 4.5 to 7.7 per cent. H. Kreis has also observed a saffron which had been weighted with both saltpeter and borax.

NEW REMEDIES.

Analgol.—

Trade name for toothache remedy. A wadding saturated with medicament.

Bromochinal—Bromoquinal.—

Trade name of the quinine salt of dibromsalicylic acid, recently introduced. It appears as a yellowish powder.

Creosotide.—

This is a chemical compound of iodine with creosol, guaiacol, and other phenols of beechwood creosote. Creosotide is in the form of an amorphous brownish powder and contains approximately 25 per cent of its weight of iodine. Whenever iodine or the iodides are indicated creosotide may be prescribed. It has proved of value in the treatment of glandular enlargements, scrofulous affections, chronic bronchial affections, asthma, and tuberculosis. Physicians are prescribing it also as an intestinal antiseptic.

Guatannin.—

A product of the action of the pentochloride of phosphorus in an alcoholic solution of guaiacol, tannin, and cinnamic acid, in equimolecular proportions. It is soluble in alkalies, and may be separated from such solutions by acids. It is also soluble in pyndine, with which it forms a crystalline compound, crystallizing in superb rhombic needles. It is used in affections of the respiratory passages in doses of 0.05 grammes.

Hopogan.—

Generic name of a line of preparations—pastilles and powders—consisting mainly of magnesium peroxide and milk sugar. They are offered as remedies in headache, chlorosis, anemia, etc.

Helmitol.—

Helmitol is a new compound of hexamethylene tetramine with anhydromethylene citric acid (*Pharm. Centralh.*). It is said to be more effective than hexamethylene tetramine because the methylene group is easily split off, and appears in the urine as formaldehyde, imparting a marked acid reaction to the fluid and giving it strong antiseptic properties. Helmitol is sparingly soluble in alcohol and insoluble in ether, and occurs as colorless crystals soluble to the extent of 7 per cent in water.

Lactocolle.—

A light, white, inodorous, and insipid powder, easily dissolving in water, and making a solution comparable in appearance to the white of egg. It is a nearly absolutely pure caseine. Its use is the clarification of wines, alcoholic liquors, etc., and is said to have great power in this direction.

Myctogen.—

According to the Anvers *Journal de Pharmacie*, myctogen is a derivative of beef marrow, obtained by separation of the fatty matter by treating marrow to repeated washings of ether. Myctogen is used in the treatment of the ears. The dose is 10 drops introduced into the external ear.

Oresol.—

Orésol is the monoglycerinic ether of guaiacol, a compound which is advocated in cases where guaiacol or creosote is usually indicated. It is soluble in forty volumes of water, and is easily soluble in alcohol. It is partially, but not completely, decomposed into its constituent elements in the digestive tract.

Phenetidin Agaricinates.—

These are two new salts, hypothetically rational therapeutic agents, combining the antihydrotic property of agarcin with the antipyretic quality of phenetidin—agaricin diphenetidinate, and agaricin monophenetidinate. Both are crystalline powders, the first bluish-white in color, and soluble with great difficulty in ordinary organic vehicles. The other is colorless, easily soluble in ordinary organic solvents, alcoholics, and the alkaline carbonates.

Robuston.—

Trade name for a dry malt extract made by a patented process.

Valerydine.—

This is a compound of valerianic acid and phenacetine. It occurs as shining, needle-shaped crystals, melting at 129°, soluble in alcohol, chloroform, acetone, and less easily in ether; almost insoluble in water. It combines the nerve-calming properties of valerian and the antipyretic and antineuralgic properties of phenacetine. Its therapeutic uses include all kinds of conditions connected with nervous irritability, such as neuralgias, migraines, hysteria, etc. It is given in daily doses of 0.5 to 1 gramme (from 7½ to 15 grains) in wafers.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

Medicinal Plants of the Soudan.—

According to the *Pharmaceutical Journal* MM. L. LeGlech and J. Vuillet have recently published an account of medicinal and poisonous plants of the Soudan. These include African bdellium, sometimes called myrrh of the Soudan; henna leaves; *Strophanthus hispidus; Abrus precatorius;* lemon; papaw; tobacco; sassy bark, used to poison rats and for arrow-poison; tamarind, of which the leaves are used in decoction for healing wounds; baobab, of which the bark and leaves are used in fever and dysentery; grains of Paradise; ginger; *Calotropis procera* (the source of mudar bark); *Cassia occidentalis,* the seeds of which furnish "café nègre," whilst the roots and leaves are employed as a febrifuge; a species of *Tephrosia* (probably *T. Vogelii*), used as a fish poison; gum arabic, which is chiefly produced by *Acacia Verek* Guill. and Perr., inferior gums being yielded by *A. Adansonii* Guill. and Perr.; *A. tomentosa* Benth.; *A. ataxacantha* D.C.; *A. albida* Del.; *A. Seyal* Del., and another undetermined species.

Under kola the authors mention several varieties. That of Sakhala is the largest, is white, and is the most valued at Timbuctoo; that used in Kassi, Siarra, and Touté is red or white, and of medium size; that of Maninian is the smallest and is red; that found on the market of Kong comes from two species: (1) The white kola of Anno, from *Sterculia macrocarpa,* and (2) the red from *S. acuminata.* The white kola of Anno is smaller than that of Sakhala, and of a yellowish-white tint; the other is of a very pale rose tint. This last kola is gathered in February, June, and October; the seeds gathered in February will not keep, but the other two gatherings, with care, can be kept for fifty or sixty days in good condition.

Cultivation of Medicinal Plants.—

We give below a paragraph from *Country Life* in regard to the cultivation of medicinal plants in England for commercial purposes. In this connection it may be interesting to note that our own Agricultural Department is conducting practical experiments along this line to ascertain what medicinal plants can be profitably cultivated in this country.

The Board of Agriculture, which under the new *régime* produces some curiously out-of-the-way bits of information, some time ago, in answer to the request of a correspondent, applied to the secretary of the Pharmaceutical Society of Great Britain for an opinion on the cultivation of medical plants. It is more curious than encouraging to those wishful of embarking on this industry. A few of the plants in question, such as digitalis, grow wild in the south of England and in Central Europe. Another point against digitalis is that it does not flower till the second year, and only the dried leaves collected from plants about to flower are of any use. Lastly, the Germans have almost the monopoly of the cultivation of this plant, owing to the fact that with them the labor of collecting and drying is obtained more cheaply than it is in England. Still, one would think that some of the enterprising small holders might get over the difficulty. Henbane stands pretty much in the same position as digitalis, which flowers in the second year, the first year's leaves being almost valueless. Belladonna is grown largely in Germany, and a good yield is said to be about four tons to the acre, and the market-price 4*l.* 10*s.* a ton. It is said that the cultivation of lavender for distillation is reported to yield no profit on present prices, but we should like to hear what the owners of the lavender fields say in regard to this.

CROSS-SECTION OF RHUBARB ROOT.—Reproduced from a microphotograph made by Drs. G. Eigel and H. Kritzler, of Godesburg, Germany.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

A Question of Propriety.

W. C. H. writes as follows: "This is a prescription which came my way a few days ago, and which I should like some advice about:

Codeine sulphate	10 grains.
Potassium iodide	1 drachm.
Strychnine sulphate	⅓ grain.
Fluid extract of digitalis	½ drachm.
Syrup of wild cherry, enough to make	2 ounces.

Mix and take a teaspoonful after each meal.

"You will see that this is a case of incompatibility between the potassium iodide and the alkaloidal salts. Realizing this, would it be advisable to put the preparation up, place a 'shake' label upon it, and caution the patient; or would it, in your opinion, be better to refuse to compound the prescription? The patient told me that it had been filled by two or three different druggists, and that the medicine had always helped his ailment. He was very desirous of getting another bottle of it. I dispensed it, but added to it some syrup of acacia, which I thought would retard the reaction somewhat, and perhaps act as a suspending agent after the reaction had ensued. I also put a 'shake' label upon the bottle, and cautioned the patient."

It is our opinion that you did wisely. A druggist should never refuse to dispense a physician's prescription unless there is clearly danger in so doing. In this case the danger is rather remote. Under certain conditions potassium iodide *does* precipitate strychnine sulphate from its solutions. Whether it would do so in this instance is more or less conjectural; and the precautions which you took would reduce the danger to the vanishing point. However, in a case of this sort—or in any case, indeed, in which danger is a possibility—the physician should first be consulted. If the physician assures you that his prescription is all right you are then relieved of all responsibility. Otherwise it is our opinion that the courts have held both pharmacist and physician jointly responsible for any danger resulting from an error involving them both.

Crushed Concentrated Fruit Syrups.

G. S.—These formulas have been said to be excellent:

PINEAPPLE.

The best kind for ices is the dark, orange-colored; indeed, much better than the sugar loaf, which is better adapted for preserving whole for confectioners' use, while the bird's-eye and others are more juicy and of better flavor. Pare and cut them into slices, cut out the core, which is hard and of very little flavor, grind or pound the pulp in a stone mortar, and after straining use it right away, as the most of the fruit will darken or change color somehow or another.

STRAWBERRY AND RASPBERRY.

In selecting strawberries the opinions differ a great deal as to which berry to use. While some prefer a large berry, others again say that the small berries contain more juice and flavor. From our own experience, however, we will state that a dark-red, medium-sized, pointed-on-top berry gave the most satisfaction for color as well as for flavor and juice, while the extra large berries are more for the eye and well adapted for dessert or fruit stand.

Mash the berries with a wooden masher—never use iron or copper, as this will discolor the fruit; then mix the sugar, and bottle or use immediately. As the strawberry has not much acid it is best to add a little lemon juice, as it will heighten the flavor and color as well.

For raspberries follow the same rules. Use the dark berries, pick them and wash them, and finish as quickly as possible; never let any juice stand over night unless you have some sugar mixed with it, and set it in a porcelain-lined bowl in the refrigerator.

CHERRY.

As the variety of good cherries is not as abundant as in some other countries, unless you choose the California large red or white kind, which do not come to us in a ripe enough state to be used for ices, it is best to use as far as possible the black varieties, which are of fine flavor and good color. Stone the cherries, pound about one-tenth of the stones to a paste, mash and mix well together, let stand for a short time, stirring it occasionally, and strain.

GRAPE.

Any good grape, either white, red, or dark, will do for water ices; the only thing to be looked for is that they are well ripe and sound. Pick them off the stems, mash, strain, and mix with your sugar or syrup.

DIRECTIONS FOR PRESERVING.

Place the strained juice or pulp into a large bowl, add two and one-half pounds of best "A" sugar, and stir the composition until the sugar is dissolved and a clear syrup is obtained. Fill into preserving jars, cover with the lid, not too tight, and set them in a wash-boiler or in a large candy kettle, in which has been placed a wooden bottom or a rack made of strips of wood, on which the jars will stand.

Fill the kettle with cold water up to the neck of bottle or jar (if necessary surround these with straw or hay), cover the kettle, and set on the fire. Let the water boil half an

hour from the time it begins to boil, then take off the fire, fill up from some one or two reserved for that purpose, screw the lid, and let cool in the boiler. When bottles are used they should be corked and tightened down with a strong twine or with wire, and the tops of the bottles stuck in melted sealing-wax, after they are cold. When cold, tighten the lid, and store in a cool and, if possible, dark place, or else cover with double burlap. In order to prevent breakage the jars may be wrapped in strong paper. If these instructions are followed minutely the composition in the jars will keep several years, without losing its natural flavor.

Perfume for Green Soap Shampoo.

O. F. S. wants to know what perfume is best suited for the following shampoo formula, which was contributed a couple of years ago to the BULLETIN by Mr. Cooban:

Tincture of green soap	1 pint.
Potassium carbonate	1 ounce.
Water	enough to make 1 gallon.
Perfume	a sufficient quantity.

Mr. Cooban replies to this request for information as follows: "The tincture of green soap already contains a small amount of lavender, and if a little more were added a refreshing and pleasing odor would be secured if the oil were fresh. For ourselves, we generally use a mixture of lavender and bergamot—about 30 drops of each to the gallon of product, dissolved in half an ounce of alcohol. We think that a clean-cut, refreshing odor like lavender, or a mixture of this with some odor like bergamot or neroli, is more pleasing in an article of this character than a heavier odor would be. This, however, is simply our own taste and experience—and tastes differ."

The Manufacture of Soaps.

P. D.—If you will write to the well-known publishing house of John Wiley & Sons, of New York City, you will secure information concerning a number of reliable works on this subject. A good deal of useful information will also be found in the "Scientific American Cyclopedia of Receipts," published in New York by Munn & Co. This book is a very valuable one for druggists to have. As far as the purchase of small manufacturing outfits is concerned, these can be procured of Houchin & Huber, 35-45 53d street, Brooklyn, N. Y. We may say to you in all frankness, however, that the manufacture of soaps really calls for a large and expensive equipment. The process is an industrial one in the proper sense of the word, and cannot be satisfactorily performed in the back room of a drug store with an inexpensive and meager outfit.

A Dandruff Cure.

B. Drug Co.—We are unable to give you formulas for the two proprietary preparations mentioned by you. In lieu of these the formula for "A Hair Tonic and a Dandruff Cure" which Mr. Cooban contributed to the BULLETIN two or three years ago may possibly serve your purpose. It is as follows:

Oil of rose geranium	3 drachms.
Oil of sweet orange	10 drachms.
Oil of bergamot	10 drachms.
Peruvian balsam	2½ ounces.
Tincture of cantharides	4 ounces.
Tincture of cinchona	7 ounces.
Soap liniment	15 ounces.
Alcohol	35 ounces.
Cologne	35 ounces.
Carmine	45 grains.
Brandy	enough to make 18 pints.

Mix the whole together, allow to stand for a month, and filter.

Wine of Gaduol with Hypophosphites Compound.

J. M.—Mr. Cooban contributed the following formula to the BULLETIN for September, 1902:

Gaduol	64 grains.
Alcohol	4 fluidrachms.
Syrup of hypophosphites co. N. F.	2 fluidrachms.
Fullers' earth	4 drachms.
Port wine	enough to make 1 pint.

Mix the gaduol with the alcohol, and add the fullers' earth; triturate well, and add the syrup and wine. Let stand for two or three days, shaking occasionally; then filter, passing sufficient wine through the filter to preserve the volume.

Tablets or Lozenges for the Breath.

J. S.—You might try the following formula:

Orris root powder	5 ounces av.
Musk	5 grains.
Coumarin	12 grains.
Vanillin	20 grains.
Oil of rose	10 drops.
Oil of neroli	20 drops.
Oil of peppermint	20 drops.
Oil of spearmint	20 drops.
Oil of ylang ylang	5 drops.
Purified extract of licorice	sufficient.

Mix the orris root with the remaining ingredients, add enough extract to form a mass. Divide this into pellets, or roll out flat and cut into pieces.

A Plant Named After Some Noted American.

W. M.—An instance of this is one of the species of cevadilla, the proper name of which is *Asagræa officinalis*. This plant was named after Asa Gray.

Preserving Cider.

Mustard, sulphur vapor, and salicylic acid used to be employed for the purpose. It is our impression, however, that professional cider makers now use calcium sulphite almost entirely. It is said to be more convenient and effectual. To use it, it is simply requisite to add one-eighth to one-fourth of an ounce of the sulphite to each gallon of cider in the cask, first mixing the powder in about a quart of cider and then pouring it back into the cask, then giving the latter rather a thorough shaking or rolling. After standing bunged for several days, in order to allow the sulphite to exert its full action, the cider may be bottled off if desired.

Valangin's Solution of Arsenic.

R. J. Westermayr, of Port Chester, N. Y., gives the following formula for the preparation:

Arsenic	0.1 gramme.
Hydrochloric acid	2 drops.
Distilled water	33 grammes.

Make solution. Maximum dose, 20 drops.

A. F. Maxwell, of Reardan, Wash., and F. Steinhauer, of Denver, Colo., have kindly submitted formulas also, but they are both practically identical with the one above.

A Skin Lotion.

J. H. S.—The following formula will doubtless serve your purpose. You will observe that it contains a very small portion of glycerin:

Borax	300 grains.
Glycerin	10 fluidrachms.
Rose water	31 fluidrachms.
Coumarin sugar	15 grains.
Tincture of ambergris	3 drops.
Oil of rose	6 drops.
Oil of neroli	1 drop.
Solution of carmine	sufficient.

Dissolve the borax and sugar in the water, add the glycerin and other ingredients, shake well, and filter. Use sufficient of the carmine solution to impart a pale rose tint.

"Ratafia."

In further reply to the query of "W. A. W.," answered in this department two months ago, Mr. R. A. Hunter, of Listowel, Ontario, informs us that "Ratafia" is the old name for extract of bitter almond. Mr. Hunter used to put up the substance under this name years ago.

Borax Toning Bath in Photography.

R. H.—This is made according to the following formula:

Chloride of gold	1 grain.
Sodium bicarbonate	4 grains.
Water	8 ounces.

This is ready for immediate use after preparation, but it will not keep. If you desire something which will keep better, use the following formula:

Chloride of gold	1 grain.
Sodium acetate	30 grains.
Water	8 ounces.

This must not be used until one day after its preparation. It keeps well and gives warm, rich tones.

Formula Wanted.

W. S. F.—We are not able to give you a formula for the proprietary preparation mentioned, but we may say in general that the products of this class are usually composed of kaolin and glycerin as a base, to which are added antiseptic oils like wintergreen, eucalyptus, and peppermint.

Coloring Solution.

J. S.—Elsewhere in this issue of the BULLETIN you will see an article on coloring solutions by Prof. W. L. Scoville. Such information as you need is there given much more comprehensively than we could give it in this department.

The Texas District Boards.

R. S.—We have no means of knowing the names of the secretaries of the various district boards of pharmacy in Texas. You might secure the information by writing to the Secretary of State at Austin.

Black Shoe Polish.

D. E. F.—An excellent formula for a black shoe polish and a cleaner will be found in the BULLETIN for July of last year. Other polishes will also be found upon reference to the annual index of last year's BULLETIN, printed in the December issue.

Solution of Iron Peptonate with Manganese.

W. B. A.—A formula for this preparation was printed on page 43 of the BULLETIN for January of this year.

A Book on Advertising.

G. W. R.—Such a book as you need is called "Retail Advertising for Druggists and Stationers." It is written by Frank Farrington, and is published by The Baker & Taylor Company, of 33 to 37 East 17th Street, New York.

"Nafta Draaber."

J. H. S.—"Nafta draaber" is the Danish for "ether drops." Perhaps Hoffmann's anodyne is what is wanted, or possibly the plain "spirit of ether" of the Pharmacopœia was desired.

"Hypo" Fixing Bath for Photographic Use.

R. H.—This fixing bath is commonly a solution of two ounces of sodium hyposulphite in ten ounces of water. Sometimes half an ounce of sulphite of soda is added also.

Vanilla Extract.

F. E. K.—If you will consult the annual index of last year's BULLETIN, printed in the December number, you will see that under "Vanilla" is indicated a considerable number of formulas of all kinds.

A Liniment for Internal and External Use.

O. F. J.—Why not try the liniment recommended on page 231 of last month's BULLETIN by Mr. T. W. Perkins, who called his product "Perkins's Green Oil?"

FORMULAS.

Soda-water Syrups.

CHERRY.

Bruise sour cherries in a porcelain or wooden mortar, express the juice, and set aside for three days to ferment. Then add 1½ pounds of sugar to each pint of the filtered juice, and heat to the boiling point. Carefully skim, and bottle while hot, corking at once, and sealing the bottles with paraffin or sealing-wax.

PINEAPPLE.

Peel one or more pineapples, and slice them into thin pieces. Place alternate layers of slices and sugar in a deep vessel and allow to stand for forty-eight hours. Pour off the liquid, and express the pieces. Mix the two liquids after straining or filtering and add sufficient sugar to yield a syrup of suitable consistency, using a moderate degree of heat to facilitate solution of the sugar.

LEMON.

Grate off the outer yellow skin of a number of lemons, and triturate it with a little granulated sugar. The lemons are expressed, and the juice added under constant trituration to the other mixture. Water is now added, and finally sufficient sugar (1½ pounds to every pint of liquid) to yield a syrup having the desired strength of flavor. From six to eight lemons ordinarily suffice to make a gallon of fine syrup. If more tartness is desired, it may be secured by the addition of a suitable quantity of citric acid.

FRUIT PUNCH.

Raspberry syrup, Oj; raspberry cordial, ℥j; catawba wine, Oj; claret wine, Oj; juice of three lemons; sliced oranges and lemons, of each iij. Add two pints of water and sweeten to taste. Serve in sherbet cup or 8-ounce mineral glass, with shaved ice.

PINEAPPLE PUNCH.

Pineapple syrup, Oviij; French cognac, Oij; Jamaica rum, Oj; extract of vanilla, ʒij; fruit acid, ʒiv. Serve 1½ to 2 ounces in an 8-ounce mineral glass of soda.

Root Beers for the Fountain.

BOSTON ROOT BEER EXTRACT.

Fluid extract of sarsaparilla, ℥jss; fluid extract of dandelion, ʒvj; fluid extract of sassafras, ʒvj; fluid extract of sweet flag, ʒij; oil wintergreen, ʒij; oil of lemon, ʒij; oil spruce, ʒj; oil of nutmeg, ʒss; carbonate of magesium, ℥jss; burnt sugar coloring, ʒss; alcohol, 95%, Oj; distilled water, Oj. Dissolve the oils in the alcohol; then rub the carbonate of magnesium with the water slowly, add the fluid extracts and then the coloring. Mix the two solutions and let stand for four days, agitating occasionally; then filter clear. This makes a nice mild root beer and one that will become a general favorite.

NEW ENGLAND ROOT BEER.

New England root beer extract, ℥iv; caramel q. s. (about ℥j); fruit acid, ℥ss; foam, ℥j; simple syrup, q. s. cong., j. Mix. Serve 1½ ounces to a 12-ounce glass, and foam.

NEW ENGLAND ROOT BEER EXTRACT.

Fluid extract of sarsaparilla, ℥j; fluid extract of wild cherry, ℥j; fluid extract of yellow dock, ℥j; oil of wintergreen, ʒij; oil coriander, ʒiv; oil of lemon, ʒiv; oil of sassafras, ʒij; carbonate of magnesium, ʒiv; burnt sugar coloring, ʒiv; alcohol, 95-per-cent, Oj; distilled water, Oj. First dissolve the oils in the alcohol. Next rub the carbonate of magnesium with the water till smooth, and add the fluid extracts and coloring. Mix the two solutions and let stand for five days, then filter clear. Agitate frequently during the time of standing.

OLD FASHIONED SPRUCE BEER EXTRACT.

Oil wintergreen, ʒj; oil of sassafras, ʒij; oil lemon, ʒij; oil cassia, gtts. x; carbonate of magnesium, ʒjss; dilute alcohol, Oiv; caramel coloring (burnt sugar), q. s. Mix the oils and carbonate of magnesium, and percolate, and then add the coloring.

—*The Spatula.*

THE SCRAP BOOK.

AMONG the specialties manufactured by Chas. Pfizer & Co. are Strychnine and its Salts. Their brand of Crystals and Powdered Alkaloid, and Crystals and Powdered Sulphate, are almost universally known and are recognized as a leading brand of strictly U. S. P. standard, particular attention being called to the uniform purity of their product and also to the fact of their goods being especially free from organic substances.

"Do you know what day this is, Henry?"
"No. What?"
"O, Henry, it's the anniversary of our engagement!"—*Life.*

CARPENTER'S LIQUID COURT-PLASTER is one of the finest products of the kind on the American market. It is sold in collapsible tubes, and the counter price is ten cents. The manufacturers are the Carpenter Chemical Co. of Detroit, Mich. This product is absolutely waterproof, and besides being thoroughly pliable and elastic, is highly antiseptic.

"HENRY M——" was foolish enough to advertise in an English paper that he would not be responsible for his wife's debts. His better half got back at him by publishing this in the same paper:

I, Agnes M——, hereby give notice that I neither require Henry M—— nor anybody else to pay my debts, as I am well able to pay them myself. It would be much better if Henry M——, instead of disclaiming my debts, would pay his own, which he has never done since I had the misfortune to marry him.—*New England Grocer.*

(*Department continued on advertising page 24.*)

"CIRCLE A."

A

PRESCRIPTION CORKS

"CIRCLE B."

B

ARMSTRONG CORK COMPANY.

JOBBERS SELL THEM.

HIGHLAND PARK
COLLEGE OF PHARMACY,
DES MOINES, IOWA.

RESIDENT COURSES:

I. Regular Ph.G. Course.
II. Special Course to prepare students for examination before State Boards.

One of the largest and best equipped Colleges of Pharmacy in the United States.
School the entire year.
Students present from almost every State in the Union.
Expenses very reasonable.
Send for catalogue of the College of Pharmacy.
Address: O. H. LONGWELL, President,
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CORRESPONDENCE COURSE.

Highland Park College of Pharmacy offers the best Correspondence Course in Pharmacy before the public.
The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. No matter where you live, we can prepare you for your examination before your State Board of Examiners.
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KYMO

REDUCES the COST and IMPROVES the QUALITY OF ICE CREAM.....

With KYMO the **BEST QUALITY** of ice-cream (not excepting an all-cream product) can be made at from

20 CENTS to 35 CENTS per GALLON.

No cream, eggs, or other substance is required—nothing but KYMO, milk, sugar, and flavoring. The foregoing being true (a **SAMPLE WILL PROVE** that it is), you can not afford to purchase your ice-cream or to make it in any other way. **RICH, SMOOTH** and **CREAMY**, KYMO ice-cream means a **SAVING** of from **50% to 100%.**

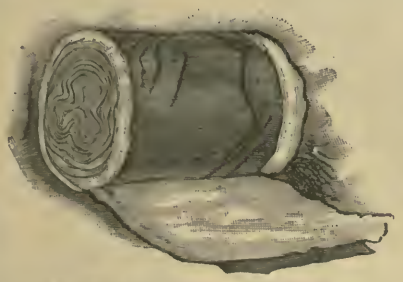
Write for free sample, or send 25 cents for large package.

THE KYMO CO.,

542 Albany St. - LITTLE FALLS, N. Y.

Largest Absorbent Cotton Manufacturers in the World.

PURE ABSORBENT COTTONS



With Blue Tissue Paper between layers, prepared under strict Pharmaceutical rules.

Excelsior Brand. Pronounced by Surgeons, Dentists and Chemists to be unsurpassed in excellence.

Standard, or Hospital Brand. For popular use in Hospitals, Asylums, Sanitariums, Dispensaries.

Sanitary Cotton. Invaluable in maternity cases and considered a boon both to patient and physician. A grade especially adapted to manufacturers of Antiseptic Materials, Bandages, Serviettes, Pilches, etc.

Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

THE NEW YORK MARKET.

ADVANCED.—Acid Tartaric; Cream of Tartar; Opium; Sarsaparilla (Mexican).

DECLINED.—Areca Nuts; Balsam Tolu; Buchu; Cardamom Seeds; Colombo Root; Ipecac Root; Japan Wax; Menthol; Oil Peppermint; Oil Spearmint; Oil Wormwood; Senega Root; Saw Palmetto Berries; Quinine; Thymol.

A month passed in a steady downpour of rain can hardly be expected to develop a very active market. Yet the necessity for staples must continue, and certain articles be moved, however slowly. It must be noted that changes in price have been largely on the side of declines; but this is due in most instances to weather or other conditions, which the next week or two will undoubtedly remedy.

OPIUM.—Through the month this article has continued to decline, after having reached higher figures than for years past; but it is now again gradually climbing up in price, and the market is firmer than a week ago. Decline was due somewhat to dry season and prospect for abundant crop, but contradictory reports again reach this market, and higher values are now looked for.

QUININE is very slow of sale, and the market without interesting features. A slight decline was made about a week ago, and quotations have since remained at this decline. Within the last day or two somewhat better inquiry has developed for German brands.

SENEGA ROOT.—Values have a declining tendency, and the market is inactive. The article seems to be in abundant supply, and there consequently is no prospect of enhanced value in the near future.

CREAM TARTAR AND TARTARIC ACID have continued to advance. The market has been strongly maintained during the month past; prices have advanced by small degrees, on account of scarcity of crude material.

COD-LIVER OIL is seasonably quiet. The fisheries have not proved to be any greater than anticipated, but demand naturally is not so great during the summer. The outlook, however, is favorable for continued high prices during the next consuming season.

BROMIDES.—The situation remains the same as reported last month, with different ranges of quotations on the part of different manufacturers. Demand is fairly good.

ERGOT.—A firmer market abroad is reported, and our market responds in sympathy. No change in quotations has been made, nor is any anticipated. Demand at the moment is very light.

ESSENTIAL OILS.—Very little demand exists for these products, and the market has the quiet appearance which characterizes most lines just at the moment. Reductions have been made on Peppermint Oil, Spearmint, and Wormwood. Oil of Anise, Cassia, and Camphor remain firm. The Messina essences are almost neglected, but no changes in price have been made.

BUCHU LEAVES.—A slight decline has to be noted, owing to light demand, but notwithstanding the market has a very firm undertone, and the best qualities are firmly held.

New York, June 29, 1903.

DEALER: Here is a cigar that I can conscientiously recommend.

Customer: Excuse me, but I'll try some other brand. I was formerly in the business myself.—*Houston Post.*

THE Congressman (confidentially): In a few weeks from now I am going to launch a presidential boom that will astonish the natives.

The Wine Agent (absently): Say, old man, have my wine used at the launching and fifty cases are yours!—*From Puck*

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

BUFFALO COLLEGE OF PHARMACY

UNIVERSITY OF BUFFALO.

FACULTY.

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ERNEST WENDE, M.D., B.Sc., F.R.M.S., Professor of Botany and Microscopy.
JOHN R. GRAY, M.D., Ph.G., Professor of Pharmacognosy.
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EDWARD J. KIEPE, M.D., Ph.G., Professor of Materia Medica.

A Thorough, Practical, Comprehensive, Economical course in all branches pertaining to Pharmacy. *Extensive Laboratory Courses* in Manufacturing Pharmacy, Pharmaceutical Assaying, Dispensing, Analytical Chemistry, Bacteriology, Pharmacognosy, Botany, Microscopy. *160 Drug Stores in Buffalo* in which to seek *employment during the course.* For comparison with others, write postal for *Illustrated Catalogue* to

DR. JOHN R. GRAY, Secretary, 423 Prospect Ave., Buffalo, N. Y.

CHICAGO COLLEGE OF PHARMACY

THE SCHOOL OF PHARMACY OF THE UNIVERSITY OF ILLINOIS.

The forty-fourth session begins September 29th, 1903. The course comprises two terms of seven months each and leads to the degree of Graduate in Pharmacy. Write for announcement to

W. B. DAY, Actuary, 465 State St., CHICAGO.

CALIFORNIA COLLEGE OF PHARMACY

(DEPARTMENT OF PHARMACY, UNIVERSITY OF CALIFORNIA.)

FACULTY.

W. M. SEARBY, Ph.C., Professor of Pharmacy.
F. T. GREEN, Ph.G., Professor of Chemistry.
ALBERT SCHNEIDER, M.D., Ph.D., Professor of Botany, Materia Medica and Pharmacognosy.

2 years' course for the degree of Ph.G. 3 years' course for the degree of Phar.B.
The 32d annual session will begin August 24th, 1903. Correspondence solicited. Send for announcement to

W. M. SEARBY, DEAN, 400 SUTTER STREET, SAN FRANCISCO, CAL.

IMPORTED AND DOMESTIC

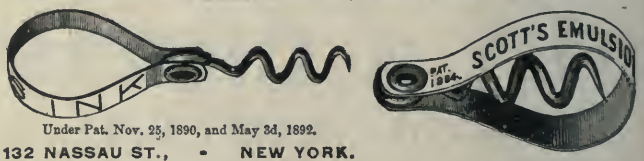
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,



Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

POWERS & WEIGHTMAN sell their peerless chemicals only through the jobber, but in ordering from your particular wholesaler you should always specify "P. & W." You will then get goods that you know can be depended upon to the utmost.

"I'M afraid it won't do at all," said the magazine editor, as he tossed the story aside. "It's a good story, but—"

The expectant author stood trembling as he hung on the the words.

"—but it's at least three pages long, and I fear it will distract attention from the advertisements.—*Baltimore News.*

IF you are a careful dispenser you will agree that corks for prescription use should be of the finest grade. They must not break off awkwardly when they are put in the neck of the bottle. Moreover, they should be free from defects of every sort. If you want prescription corks that can be depended upon, specify the M. & B. "Trefoil" brands manufactured by the R. W. McCready Cork Co., of Chicago, Ill.

AN enterprising clothing merchant had advertised on every board fence in his neighborhood: "Unsurpassed Clothing! Money Back Without Argument!" This is what recently occurred:

"I was here a year ago and bought a suit of clothes. They are about worn out."

"Yes," replied the merchant very affably.

"And now I've come to get my money back without argument."

"Get your money back?"

"Yes."

"Didn't you wear the suit a whole year? What do you want your money back for?"

"To get another suit of clothes."—*Lippincott's.*

IF you are looking for a reliable flesh food—something that will do the business—don't overlook the product made by the Dr. Charles Co., of 19 Park Place, New York. The "Dr. Charles Flesh Food" is a reliable preparation, and enjoys a large sale in the drug stores of the country. It costs the dealer $4.50 a dozen, and retails for 50 cents a box. There is a 5-per-cent discount on gross lots.

THE OBLIGING CALLER.—This one is sent in by a BULLETIN subscriber:

The Belated Caller: "Shay, there, mishter drugshtore, wake up!"

The Druggist (putting his head out of the upper window): "What do you want?"

The Caller: "I j-jus' want t-tell you that I carried out your instructions."

The Druggist: "What do you mean?"

The Caller: "I m-mean that it saysh, 'Ring night-bell here,' an' I done it. Thass all ri'. Don' mention it. Good ni'."—*Cleveland Plain Dealer.*

THE next time you need anything in the way of plain, lacquered, or decorated tin boxes or cans, of the seamless variety, write for catalogue and samples to the Buckeye Stamping Co., of Columbus, Ohio. Don't forget, either, to mention the BULLETIN OF PHARMACY in writing. The Buckeye people have a large variety of goods, and they are able to quote prices that will make it worth while to place yourself in communication with them.

INCREASE YOUR PRESCRIPTION WORK

It is always advisable to cultivate the good-will of your physicians. Make them a present of a Call-List, with your compliments embossed on the cover, and they will never see it without remembering your pharmacy.

THE PHYSICIAN'S PERFECT CALL-LIST

Your Doctors, and those you wish to make your Doctors, will use every day.

The book will most certainly please. It is handsomely bound in morocco, with gilt edges, and the arrangement for keeping accounts—debit, credit, etc.—is extremely simple.

Every time the book is opened, your name or that of your pharmacy will respectfully remind the doctor that his prescriptions will be gratefully received and carefully compounded.

I should be glad to be favored with your order, and feel sure you will never have occasion to regret the expenditure. It is no experiment. I have annually sold to the trade for the purpose in question several thousand copies.

PRICE, $1.50 EACH. Twenty-Five per cent discount to the trade.

NAME OF PHYSICIAN, AND YOUR OWN NAME AND COMPLIMENTS, WILL BE EMBOSSED IN GOLD FREE OF CHARGE.

WILLIAM M. WARREN, PUBLISHER, P. O. BOX 484, DETROIT, MICH.

THE Consolidated Fruit Jar Co., of 290 Broadway, New York, is headquarters for everything in the way of collapsible tubes, soda-holders, sprinkler tops for toilet goods, and the like. Write for prices and specifications, and mention the BULLETIN OF PHARMACY.

PREACH BUT DO NOT PRACTICE.—A doctor was called to an old maid suffering from hysterics, headaches, and other ailments.

Doctor: You must marry.

Old Maid: In that case do me the favor, Doctor, and marry me.

Doctor: Madam, although we prescribe medicines for our patients, we do not take any ourselves.—Translated from the Russian by D. A. Ruffman.

EVERY druggist has more or less trouble with his hydrogen peroxide. The stuff will lose its extra atom of oxygen and disgracefully descend into nothing but mere water. If, however, the product known as "Dioxogen" is purchased, no difficulty will be experienced. This is the brand of hydrogen peroxide which keeps! It is made by the Oakland Chemical Co., of 464 West Broadway, New York.

A HUMORIST OF THE DRUG TRADE.—This title certainly belongs to Francis B. Hays. For years and years—it won't do to say how many—Mr. Hays gave us the shrewd and keen philosophy of the "Stroller" in the pages of the *Druggists Circular;* and now the Stroller is transferred bodily to the *Southern Drug Journal,* of which Mr. Hays is the versatile editor. But our humorist does not by any means confine himself to "Stroller" sketches. In a recent number of the *Atlanta News* we find Mr. Hays's name over a half-column disquisition which, for want of a better name, we shall have to call a poem. He has a grievance against the man who always gets in your way when you want to take the elevator, and this grievance he gives vent to with characteristic satire and some ingenuity of versification. Here is the last verse:

I am not
So good a yawper
As some I know—
Say
W. J. Lampton.
Or the gentleman
Just now named—
But I can kick,
And trust to
The Editor
To see that my kick
Bears fruit for
The good of all.
Please ask 'em, sir,
To stand back from the door a bit,
And then let's see
If we can
Note the difference.

IN selling toilet preparations it is a wise plan to give space and attention to those which are extensively advertised in the leading magazines. This advantage is enjoyed by the products of Frederick F. Ingram & Co., of Detroit, Mich. Especially is "Milkweed Cream" a good seller and a widely advertised specialty. Then there is "Milkweed Cream Soap" and "Ingram's Complexion Tablets." The latter two specialties are advertised in connection with the "Milkweed Cream," and are directed to be used with it. An attractive offer to druggists is made on advertising page 4 of this issue of the BULLETIN.

CHICAGO WIRE CHAIR CO.

PATENTED

We Manufacture Those Wire Chairs, Tables, Soda Fountain Stools that have become so popular. . . . . .

Write for Catalogue.

They are not riveted together
They will not come apart
They will last forever
They are made of tempered steel wire
They are indestructible
They are light, airy and attractive
They are easy to keep clean
They are not expensive
They are the best on the market

70 JEFFERSON STREET, - - - CHICAGO, ILL.

THE BROOKLYN COLLEGE OF PHARMACY,

265-271 NOSTRAND AVENUE, BROOKLYN, N. Y.

NEW COLLEGE BUILDING.

Fall Term begins September. Lecture Fees for Juniors, Seniors and Post-Graduates, Each $80.00

The Chemical, Pharmaceutical, Dispensing and Pharmacognosy Laboratories are thoroughly equipped for practical work. Library, Herbarium and Botanical Gardens for use of the students.

Send for Prospectus. WILLIAM HARLOE, CLERK OF COLLEGE, BROOKLYN, N. Y.

EVERY druggist who deals in stationery has frequent calls for engraved invitations, announcements, visiting and business cards, and the like. An opportunity to handle such a line without the expense of carrying a stock is set forth on advertising page 11 of this issue of the BULLETIN by the John B. Wiggins Co., of 50-52 Madison Street, Chicago.

EDITOR (Squashville News): See here, Mr. Dolan! You delivered me a load of hay for the six years' subscription you owed for my paper.

Mr. Dolan: Oi did!

Editor: Well, my horse won't eat that hay, b'gosh!

Mr. Dolan: Well, my goat won't eat your paper, be gobs!—*Puck.*

THE oldest college of pharmacy in the country is the Philadelphia College. It was founded as long ago as 1821, and has an unparalleled history of service and achievement. It has ever since its establishment taken and maintained a position in the front rank, and probably graduates more students every year than any other institution in the country.

"SAY," said the newspaper man, thoughtfully, "I had a great dream last night. Thought I was making a mint of money."

"How?" asked his friend.

"Why, I dreamed I was a space rate reporter on a Russian paper."

"I can't see how there was so much money in that."

"But that isn't all of it. I dreamed that I was assigned to get the names at a court ball."

"Tough job!"

"Of course it was a tough job, but just think of the money. Why, every name was a yard long and had a string of titles to it beside. Oh, I was just coining money when I woke up."

THE BULLETIN has received a handsomely printed catalogue of the "Wonderful Doran Light" from the Acorn Brass Manufacturing Co. of Chicago. Everything about this truly marvelous system of lighting is told in the catalogue, and a considerable number of *facsimile* letters are printed which have been received from pleased consumers. The "Doran" light is worth looking into by every druggist. The light itself is far superior to any other, being softer, whiter, more diffusive, and absolutely steady. It is more than the equal of an electric arc light in brilliancy and light-giving power, and is devoid of the glare peculiar to the electric light. If you are fully satisfied with the lights you are using and with what they are costing, do not think of making any change; on the other hand, if you are *not* satisfied for any reason, it is of vital interest that you look into the characteristcs and the cost of the "Doran" light. Send for the catalogue we have mentioned to the Acorn Brass Manufacturing Co., of Chicago, Ill.

HE was cutting an item from a newspaper.

"It tells how a house was robbed, and I want to show it to my wife," he explained.

"What good will that do?" a friend inquired.

"A whole lot," was the reply. "You see this house was robbed while the man was at church with his wife."

"Say!" exclaimed the friend, excitedly, "you haven't got a duplicate copy of that paper, have you?"—*Chicago Evening Post.*

"MONTSERRAT"

LIME FRUIT JUICE

IMPERIAL EQUAL TO OTHER IMPORTED BRANDS, $2.50 DOZEN.

NO COMMENTS NECESSARY

The Up-to-Date Pharmacist will judge (by scientific methods) between "MONTSERRAT" and ALL other brands.

THIS IS ALL WE ASK

"MONTSERRAT" is the UNDILUTED juice of cultivated limes. Most brands are DILUTED juice of limes in any condition. NOTE THE DIFFERENCE.

"MONTSERRAT" is cheaper by comparison. FROM ALL JOBBERS. $3.25 doz., F. O. B. New York.

LIVERPOOL and LONDON, Eng. MONTREAL and TORONTO, Canada. EVANS and SONS, 133 William St., New York.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . $1.00 SIZE . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50c. SIZE . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS. DR. J. C. HOOD, LOUISVILLE, KY.

Do you know that by buying a gross of Castoria at a time you can save 5 and 2½ per cent?

LAWYER: I can get you a divorce without publicity for $250.
Actress: How much more will it cost with publicity?

"SAY, Parker, why does that dentist go around telling strangers funny stories?"

"Why, he has an eye for business. When they laugh he notices their teeth, and if they need fixing up he passes over a card."—*St. Paul Trade.*

THE Quincy Show Case Works, of Quincy, Ill., are manufacturers of about the finest line of drug-store fixtures to be found anywhere in the country. It will pay every druggist to send for a copy of the "Drug-Store Catalogue," remitting five two-cent stamps to cover the cost of postage. The catalogue is a beauty, and will interest and profit every druggist.

THE time is past when poets starve
In garrets without hope,
They're making scads by writing ads.
For breakfast foods and soap.
—*Philadelphia Record.*

"I NOTICE," said the curious individual, "that your advertisement states that 'there is no charge for administering gas when other work is done.'"

"That's what it says," replied the dentist.

"Well, I've lost several nights' sleep trying to tell what that means. In the first place, what would one want with gas when other work is done? Generally he wants it before and while the work is doing. Or if, on the other hand, it means that when the administration of gas is the only work required, no charge is made, I am no less puzzled. Why should any one but a dope-fiend seek a dental office merely to take gas, and why shouldn't he be charged for it? And it—"

But by that time the dentist had his revolver ready and he made haste to remark:

"My dear man, you have struck a snag. I don't like your nerve. If you don't extract yourself in about a minute I will give you a self-filling that will also constitute a painless removal. Drill now, or—"

But the man was gone.—*Manila, P. I., Freedom.*

THE Medico-Chirurgical College of Philadelphia, Department of Pharmacy, held its commencement exercises last month. One of the largest classes in the history of the department was graduated. The faculty gold medal for the highest senior average was awarded to Cyrus William Davis, and honorable mention was made of Harry J. Kock and Edward F. Menger. The faculty gold medal for the highest junior average was gathered in by W. E. Lemm.

IN an indignant editorial the Des Moines *Register and Leader* recently remarked: "The lady (?) who yesterday called the attention of another to our patched breeches, whereat both laughed so heartily, is informed that a new pair will be purchased when her husband's bill is settled. It has been due nearly a year. Don't criticize a printer's dress too closely when you are wearing silk with money due us. Tell your husband to send us $40.78 and save the cost of a lawsuit. We need another pair of pants."

SALTSBURG

BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.

(18 miles out of Pittsburg.)

Princeton Tooth Wash
2¼ oz.

MANUFACTURERS OF

FINER GRADES

POT FLINT

Glass Bottles.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

NOTE TRADE-MARK)

This is the original of all others in Liquid form.

CARPENTER'S

WATER - PROOF LIQUID

COURT PLASTER.

HEALS CUTS, BURNS, WOUNDS, and all ABRASIONS of the SKIN

CANT BE BEAT

It is an invisible, water-proof, pliable, antiseptic, germ-destroying plaster, healing rapidly. We OFFER $1,000.00 for every drop of COLLODION, Acid, or Gun Cotton found in this preparation.

Toilet size, 10c. Physicians' size, 25c. Ask your Jobber for it.

Manufactured by CARPENTER CHEMICAL CO., Detroit, Mich., U. S. A.

THE following notice used to be displayed in a barber's window at a little village in Yorkshire:

NOTICE.

"That I begin of shaving on Saturday at 5 o'clock for one half-penny—till 8 o'clock.

"After 8 o'clock one penny till 9 o'clock. After 9 o'clock I shall please myself whether I shave or not.

"Saturday noon from 12 o'clock to 1 o'clock one half-penny.

"Razors cleaning up 1½d. apiece. Going out to shave, one penny; out of town, two-pence.

"Now, I shall be very glad to shave any person that feels it worth their pleasure to come and pay like men, and not get shaved and never come no more when they have not got one penny or three halfpence on. If it is not worth one penny, let your beard grow."—*Ex.*

OUT FOR PLEASURE AND PROFIT.—A party of 250 prominent druggists from the six States of Illinois, Indiana, Wisconsin, Iowa, Missouri, and Michigan gathered at Chicago recently, and from there traveled to Detroit to visit the laboratories of Parke, Davis & Co. They were guests of the house for two days—June 18 and 19. They went for two things—primarily to see how up-to-date medicaments are made and tested, and secondarily to have a good time and forget the cares of business. They succeeded in both purposes.

The first day was spent in going through the laboratories—the morning in viewing the manufacture of such pharmaceutical products as pills, tablets, elixirs, fluid extracts, and the like, and the afternoon in witnessing the latest developments in the production of biological and biochemical agents. The new Science Building, erected last year at a cost of two hundred thousand dollars for research purposes, was the scene of greatest interest to the visitors. The day was completed by a banquet held at Detroit's famous hostelry, the Russell House. Mr. Joseph Helfman was master of ceremonies, and speeches were called for among the visitors from Mr. W. L. Campbell, manager of the Economic Drug Co., of Chicago; Dr. Nolte and Mr. Wideule, of Milwaukee; Mr. Johnstone, of Chicago; and Mr. Armstrong, of Dwight, Ill. Those who responded in behalf of Parke, Davis & Co. were Secretary H. A. Wetzel, General-Manager Wm. M. Warren, Chief Pharmacist Frank G. Ryan, and Mr. Prentiss McKenzie of the Chicago Branch.

Mention should not be omitted of the fact that at the noon luncheon of the party on the first day Mayor Maybury appeared and welcomed the visitors to Detroit in his usual happy and graceful manner. On the City Hall, too, which is just across the street from the Russell House, was a large electrical legend, which, lighted up in the evening, bore this message: "WELCOME, GUESTS OF PARKE, DAVIS & CO."

The second day of the visit was occupied entirely by a boat-ride up the Detroit river to and beyond the famous "St. Clair Flats." Schremser's orchestra furnished beautiful music all day long; cigars and other things were abundant; the 250 visitors dispensed jollity and good feeling and pleasure in large quantities; and "Tom" Swan, Detroit's great caterer, had the following menu on tap all day long:

CONTINUOUS PERFORMANCE—ALL-DAY LUNCHEON.

Clam Chowder
Radishes — Celery — Olives
Baron of Beef — Scotch Buttock
Roast Turkey
Ham — Saratoga Chips — Tongue
Deviled Crabs
Half Cold Boiled Lobster Mayonnaise
Chicken Salad
Ice Cream in Forms — Assorted Cakes
MacLaren's and Stilton Cheese
Biscuits — Assorted Fruits
Coffee — Lipton's Tea

Returning to Detroit at ten o'clock in the evening the night train for Chicago was boarded, and the two-days' visit was at an end.

A week later the Ohio Pharmaceutical Association, in session at Toledo, 60 miles or so from Detroit, devoted a day in making a lake trip to Parke, Davis & Co.'s laboratories. The party was 300 strong, and they came chiefly to inspect the new Science Building and witness the methods of conducting biological and chemical research. Prominent in the party were Messrs. Beal, Kauffman, Ogier, Hopp, Voss, Arny, Feil.

"Is your new book a success?"

"No; my publisher's too poor to advertise it."

"Can't you get up any excitement to help it along?"

"Tried to, but failed. Had two ribs broken in a railroad wreck the other day, and that helped some, but not much.

"Couldn't you manage to fall from a steeple—get the fall broken by the electric wires, and come to earth in a sheet of fire? Or, you might fall overboard, and be saved by your mother-in-law just as you had risen the third time!"

But after a second or two of profound thought the author replied sadly:

"Bill, the old lady wouldn't!"—*Atlanta Constitution.*

HERE is a letter which speaks for itself. It needs no comment. It tells the whole story:

MACOMB, ILL., 4-13-1903.

Century Cash Register Co., Ltd.,
Detroit, Mich.:

GENTLEMEN—After using your Century cash register three months I cannot speak too highly, or in every sense of the word praise it enough, and I can further truthfully say I would not take ten times the sum paid for it, if I could not purchase another just like it, and I want another just like it for my hardware store. Ship it at once, and be sure to send me the "Century," as it is the only machine.

Yours truly,
ALBERT LINDSEY,
The South Side Grocery Store, and The West Side Hardware Store.

"PAPA, why do you call mama the automobile?"
"Because she's always running somebody down."

SOMETHING novel in the line of show-cases is manufactured by the Detroit Show Case Co., at 482 to 490 Fort Street West, Detroit, Mich. This is the "Quick Sales" case. It is fitted with an illuminating device which sets forth everything inside to the best advantage. Moreover, the doors slide on ball-bearing rollers, and only the highest grade of glass, mirrors, metal, and woodwork is used in the manufacturing process. Every druggist would be wise to send for designs and specifications to the company at the address given above.

TROUSERS AND PANTS.—Ex-President Gates of Amherst College is said to have a fondness for bargain-hunting that is almost feminine. As illustrative of this the New York *Times* prints the following incident:

It is told that on a certain occasion Mr. Gates bought for $3 a pair of trousers that had been marked at $6, and had them charged. The first of the month a bill came in:

"To one pr. pants, $3."

NO DRUG PAINT STOCK COMPLETE WITHOUT IT

10-FOUNTAIN FORMULAS 25c TRADE WINNERS

AVENUE PUB. CO., 498 Euclid, Cleveland, O.

Mr. Gates crossed off the "pants" and substituted "trousers," then remailed the bill. The first of the next month another bill came in:

"To one pr. pants, $3."

This time the bill was returned, as before, but with the following legend: "Dear Mr. Thompson: I am always careful about the language I use, and like other people to be the same." The first of the third month Mr. Gates received a bill:

"To one pr. pants, $3."

This time he went in person to visit Mr. Thompson. He explained his position. Thompson looked at him a moment, and then replied:

"Pres'dent Gates, I've been in the clothing business for twenty-five years. An' during them twenty-five years everything in my shop above $5 has been trousers and everything below $5 has been pants. It's pants you got, egad, Sir; it's pants you'll pay for."

The Notre Dame University

COLLEGE OF PHARMACY.

This Department was inaugurated on Sept. 17th, 1898. It is in charge of lifelong Pharmacists, and offers two courses of Instruction, one a Two Years' Course for the Degree of Graduate in Pharmacy, and a Three Years' Course for the Degree of Pharmaceutical Chemist.

The most thorough and exhaustive courses given in

Pharmacy: Theoretical, Dispensing, and Manufacturing.

Chemistry: Experimental and General Inorganic and Organic, Qualitative and Quantitative Analysis, and Toxicology.

Materia Medica: Pharmacognosy and Therapeutics.

Botany: Systematic and Structural.

Physics: Microscopy, Polariscopy.

Pharmaceutical Analysis: Assaying, Bacteriology, Micro-Chemistry, Minerological Assaying and Uranalysis, Commercial and Food Analysis.

Prospective students should address for Catalogues

REV. A. MORRISSEY, C.S.C., PRES.,
NOTRE DAME, IND.

TOURIST (from the North): What is the policy of your weekly paper?

Landlord (Arkansas tavern): We-el, it's agin the revenue collectors, niggers, dudes, an' the Republican party; an' fer lynchin's, free whiskey, an' free silver.—*Ex.*

THERE is just one brand of lime fruit juice on the market which fulfils every requirement. This is known as "Montserrat." It is sold by Evans & Sons of 133 William Street, New York. "Montserrat" is the undiluted juice of cultivated limes. Most other brands are the diluted juice of limes in any condition.

"So he's been trying to live on other people's brains," said the publisher indignantly.

"What's the trouble? Has some one been stealing the ideas from your books?"

"I suppose so. But that's a minor matter. They're trying to coax away the man who writes my advertisements."—*Washington Star.*

SODIUM SALICYLATE has now been recognized as the great specific for rheumatic conditons. When it is prescribed by a physician for such purposes, it is vital that the product be pure and satisfactory. Not many of the products on the market, however, conform to this requirement. The druggist would do well to specify a brand that can be depended upon. If he gets the "H. & F." brand he will feel sure that he has a product which will fulfil every requirement. This brand, as everybody knows, is made by the Herf & Frerich Chemical Co., of New York and St. Louis.

ANTIPHLOGISTINE'S NEW HOME.—During the past month the BULLETIN OF PHARMACY has had occasion to be brought into closer contact with one of the most progressive Western manufacturers located within the last few years in New York City. For twentieth century enterprise probably the Denver Chemical Mfg. Co. is unparalleled in its successful career.

In 1893 the drug trade and medical profession were apprised by the introduction of Antiphlogistine, of the uselessness of adhering to crude home-made poultices, counter-irritants, blisters, and sinapisms. From its initial step into the physician's armamentarium, Antiphlogistine rapidly progressed until it reached the front rank of those essential preparations daily employed in the relief of disease.

We may well ask, "What's in a name?" and answer by stating that in the name Antiphlogistine there is an enviable reputation. The Denver Chemical Mfg. Co. began its career in 1893 by distributing a few sample packages of Antiphlogistine among the resident physicians of Denver and vicinity. The preparation at once became popular as each medical practitioner demonstrated its value in some severe type of inflammation.

Commercially, the manufacture of Antiphlogistine assured its proprietor a brilliant future, as the sales of the first year were doubled during the second year. This gratifying financial showing, we understand, has continued to the present writing, and we can easily comprehend from such a statement why Antiphlogistine is the most successful proprietary dispensed over the counter by the retail druggist on the physician's prescription.

In 1900 the Denver Chemical Mfg. Co. decided to remove its laboratory and main office from Denver to New York

City. A large floor was leased and a new plant installed. One year later increase of business necessitated the use of additional floor space and machinery for greater output. In September, 1902, the business had so far outgrown the quarters on Washington Street that the present building (see cut) was decided upon.

With the occupancy of this new six-story structure, the Denver Chemical Mfg. Co. had specially constructed the most modern machinery in order to fill large orders on short notice. The BULLETIN OF PHARMACY extends congratulations to this successful corporation and sincerely trusts Antiphlogistine will always be to the fore.

COMMA IN THE WRONG PLACE.—A misplaced comma has got a Greeley county, Kas., paper into a peck of trouble. The journal in question recently published an item in which the following sentence occurred: "Two young men from Leoti went with their girls to Tribune to attend the teachers' institute and as soon as they left, the girls got drunk." The comma belonged after the "girls," and the latter are making it hot for the editor.—*St. Paul Globe.*

THE Japanese are said to acquire foreign languages very readily, but they sometimes conclude prematurely that they understand a language when they have learned the meaning of isolated words. The *Railroad Gazette* has picked up a Japanese railroad advertisement which reads: "The through train services between two terminals of Osaca and Nagoya are operated five times, of which two being the Express train from either terminus per day, with all the carriages of bogie system which accompany a uniform attendant and provision sellars making themselves to be useful."

CONSIDERABLE interest has been excited in America over the Traubenkur or grape cures located principally along the River Rhine, and thousands of Americans have flocked to these resorts, where dyspepsia, liver and kidney troubles, and wasting diseases are successfully treated by the use of grapes, followed with suitable treatment of the bowels. Admirable results have been attained by this treatment in these and similar ailments. An enterprising American company is now extensively manufacturing a cure along the same lines, and virtually giving a Traubenkur at home for 50 cents a bottle. The preparation is called Mull's Grape Tonic. It is said to be proving quite as popular as the grape cure of the fatherland, especially as it is not every one that can take a trip to the Rhine for a stomach disorder or a "lazy" liver.

It is peculiarly efficacious in cases of chronic constipation. It is a gentle fruit laxative, and is as pleasant to the taste as it is gratifying in results. It is made from the juice of the grape combined with other crushed fruits. It is classed as a wonderful nerve tonic and builder. It refreshes and strengthens those who lack vitality.

HUFKINS USED A DOCTOR BOOK.—Mr. Hufkins of Indiana Avenue came home one night last week with a big book under his arm.

"There, I reckon there'll be an end of doctor's bills in this family after this," he said. "When the Hufkinses get sick after this we'll do the only sensible thing—diagnose the disease ourselves, take some simple remedy, and save $500 a year in useless doctor's bills."

After dinner Mr. Hufkins spent two hours in reading about rheumatism, gout, consumption, whooping-cough, and insanity. The next morning he got up with a crick in his back.

"Louis," he said briskly to his oldest boy, "go over to the drug store and get me half a pound of citrate of salsoda, and twelve four-grain tablets of pheanigamia."

Louis came back in half an hour with a bottle of citrate of magnesia and a dozen phenacetin pills, and said the druggist thought they would fill the bill.

"That's what I said; that's what I sent you for," remarked Mr. Hufkins, loftily, as he swallowed six of the tablets and took a teaspoonful of the magnesia. By night Mr. Hufkins said the symptoms had changed and he recognized in himself a victim of gout.

"No, thank you, Mary; no pie for me this evening; no more sweet stuff; no more wine, no more cigars. This gout is settling around my heart, and even with the strictest precautions I may be a dead man in twenty-four hours."

He put on a flaxseed poultice and sat up in bed and read some more in his doctor book.

"Hum-m—queer, queer," he mused after reading about three hours. "I thought this was the most extraordinary case of gout I ever heard of. By jingo, I see now; its lung trouble in the fifth stage."

He waked the servant girl up and sent her post haste for a bottle of cod-liver oil. When the girl came back she walked on tiptoe, ran into a looking glass, and forgot to wind the clock. Mr. Hufkins informed her as he gulped down the cod-liver oil that she had paresis in an advanced stage, and that he would prescribe some simple remedy in the morning. In two days Mr. Hufkins was not able to go down to his office. On the third day, sitting up in an easy chair, he perused the doctor book from 10 o'clock in the morning until 11 o'clock at night. Before the week was over both the Hufkins children had stopped going to school to take treatment for whooping-cough, scarlet fever, measles, and mumps.

Mrs. Hufkins is living in hope that the list of diseases in the doctor-book will soon be exhausted.—*Chicago Inter-Ocean.*

SCHOOL OF PHARMACY

OF THE MEDICO-CHIRURGICAL COLLEGE OF PHILADELPHIA.

Session begins October 1st, 1903. Two terms of seven months each leading to degree of Graduate in Pharmacy, Ph.G.; Post-Graduate Course leading to degree of Doctor of Pharmacy, Phar.D. The course is thorough and practical—two-thirds of the time being devoted to work in Microscopical, Pharmaceutical and Chemical Laboratories. Students in pharmacy have FREE access to the Medical and Surgical Clinics as well as to the various branches of medical teaching of the Medico-Chirurgical College.

Fees, $75.00 each term including Quizzes and Laboratory work. For announcement or other information address,

HARVEY H. MENTZER, Ph.G., Dean.

BEESWAX

PURE WHITE BEESWAX "W. H. B."

In cases of 54 lbs.

In round cases of 2 lb. parcels or in oblong cakes loose.

In 1 oz. cakes or 2 lb. parcels.

Plain blocks of 8 lbs. in cases of 280 lbs.

W. H. Bowdlear & Co.

149 Pearl Street,

BOSTON, Mass., U.S.A.

Cable address "Bowdlear, Boston."

As many of you have used and handled our Refined, or Yellow Beeswax, since 1870, give us your order for some of the **W. H. B.** White Wax in discs, or moons, or tablets, or large blocks. It is **Strictly Pure**, and **We Guarantee the Quality.** It is sun and air bleached only.

Write us for prices and terms. They are reasonable and liberal.

Correspondence is invited.

A Typographical Tragedy.—"You must have a bunch of humorists working on your linotype machines, haven't you?" asked the poet, as he entered the office.

"Haven't noticed that any of them have any failing in that line," answered the editor.

"Well, you're a poor observer. Do you read your own paper?"

"Occasionally."

"Did you read my poem, 'To Agatha,' in yesterday's issue?"

"N—no."

"I thought not. In the poem I wrote a line which read, 'I love you better than I love my life.'"

"That was a neat line."

"And one of your linotype humorists made it read, 'I love you better than I love my wife.'"

"Er——"

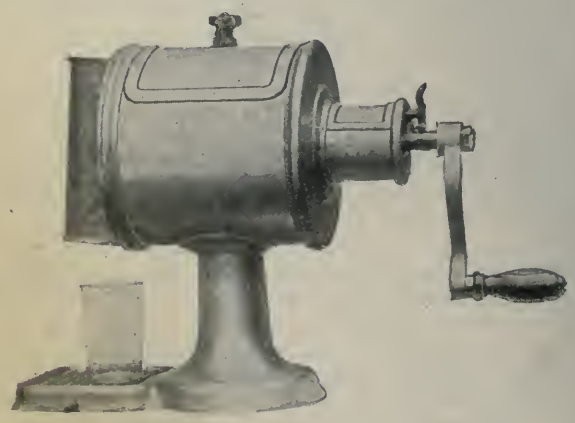
"Exactly—my wife. And my wife, not being acquainted with the failings of these key thumpers, thinks the poem was printed exactly as it was written and hasn't spoken to me since it was published."

And after taking a kick at the desk he crossed the hall and fell down the elevator shaft.—*Exchange.*

If you want to know whether a man will swear or not, set him to scratching off or otherwise disposing of old paint, in order that a new coat can be put on. If he is a saint he will hold his tongue. If he is human, he is very likely to say things which would not look well in print! All of which leads us to remark that the most efficient and easiest paint and varnish remover is the product known as "Ad-El-Ite." This article is made by the Adams & Elting Co., of Chicago. The prices to the trade and to the consumer are given on advertising page 31 of this issue of the Bulletin.

Big Money in Soda Water.—Of all the articles ever sold over a counter, soda water yields the biggest percentage of profit. A well conducted soda fountain has helped many a man to prosperity. The business is yet in its infancy. The coming season bids fair to be the best and most profitable ever enjoyed by the dispenser.

The American Soda Fountain Company are the pioneers in the manufacture of fine soda-water apparatus and fountain supplies. Since the year 1832 they have been engaged in the business. Wide-awake, progressive people, they have ever been alive to the needs of the soda-water dispenser. This company have at once stimulated the demand and furnished the supply. Every improvement in the apparatus itself and in the method of serving has been evolved and perfected by them.



The advertising of the American Soda Fountain Company is unique, in that the dispenser may rely absolutely upon the information contained therein. Every advertisement is backed up by their many millions of invested capital, and perfect safety is assured the customers who prefer to deal by mail.

This is the season of the year when the dispenser is most interested in Fruit Syrup, Fountain Supplies, and Sundries. The magnificent double-page insert appearing this month between pages 8 and 9 is as full of profitable suggestion as an egg is full of meat.

The first page is devoted to the splendid line of Fountain Syrups and Prepared Fruits made by this company. There is nothing required or desired by the down-to-date dispenser that is not furnished in the highest state of perfection by this

company. The wide-awake man is now on the lookout for some really good, new specialty to advertise as a leader and to increase his business. Two such leaders are advertising in "Cherry Ferri" and "Fruit Floss."

In the line of Sundries special attention is called to the four articles illustrated in the advertisement—the new "Auto" Ice-cream Cabinet, the Excelsior Ice Shaver, the American Ice-cream Disher, and the Simplex Lemon Squeezer.

Full information regarding these articles and a thousand and one other soda-fountain needfuls is contained in the new Sundries Book of the American Soda Fountain Company which has recently been mailed to the trade. If through any error you have failed to receive a copy, drop a postal card to the nearest office of the company, and your need will be supplied.

Rules Governing Drug Clerks in the Hudnut Store in Greater New York.—The Hudnut store is one of the largest in the country. Here is an epitome of the rules by which the clerks must govern themselves; each clerk keeps a copy, and is fined 50 cents if he loses it:

The minimum fine for over five minutes late will be 10 cents, to which will be added a pro rata charge for time lost. Employees can only buy goods from the store through the floorwalker at full rates. Money found on the floor belongs to the finder if not claimed by the loser, and money found on a counter belongs to the store. Conversation must be confined to business matters. No reading, except pharmaceutical literature, while on duty, no private business or correspondence to be carried on, every one busy all of the time. No smoking. Thefts will be prosecuted and rewards paid to those detecting. No personal visits from friends, no familiarity nor quarreling with fellows, nor swearing, nor slamming doors or drawers, nor ogling or staring at ladies or passing remarks about their appearance or dress.

Employees cannot wear their hats in the store, no written references given.

Be polite to customers and make great efforts to sell goods, particularly own specialties and importations.

"There is no merit in selling an article that is called for. Talent is shown in dexterously working up a customer to the utmost limit that he will buy, and still not appear to press him." Goods must be shown in profusion. "Do not stand and talk about an article until you have first got it out and placed it before the customer and displayed the whole stock of such articles, that he may freely handle them and choose. If, after making every effort, you do not succeed in selling, do not let your disappointment be seen, but thank the customer for his attention."

Allowances of fifty cents will be made for meals when clerks are compelled to eat in store.

St. Peter: "Halt!"

New Spirit: "Can't I come in?"

St. Peter: "I'd rather you wouldn't. You are just out of college, and we don't want any advice about running the universe."—*New York Weekly.*

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

DO YOU MAKE YOUR

ICE CREAM

FROM CUSTARD?

DON'T DO IT? YOU CAN INCREASE YOUR BUSINESS TENFOLD BY USING

SAENGER'S

CRE-MO

TRADE-MARK.

SOLVES THE PROBLEM OF A GOOD PROFIT IN 5 CENT ICE CREAM SODA.

Used by all up-to-date druggists, confectioners and venders of Ice Cream.

ITS ADVANTAGES.

1.—No delay in heating.
2.—Does not require the use of eggs or gelatine. Gelatine may be used if desired.
3.—One powder will convert one gallon of milk into pure cream, incomparable in richness and delicacy of flavor.
4.—Increases the body of frozen cream by at least 33⅓ per cent.
5.—Lessens the consumption of ice, as by its aid cream is frozen in half the time.
6.—Renders the cream perfectly solid and as smooth as velvet to the taste. (Custard cream freezes in small granules.)
7.—Does away with the formation of crusts of ice as is always found in Custard cream, due to sweating on the inside of the container.
8.—Renders cream more healthful and acceptable to weak or delicate stomachs.

Boxes containing 12 powders of 10 grs. each, 50c. box.
Boxes " " " $4.00 per doz.
Ounce bottles 1.00 per oz.
Pound bottles 12.00 per lb.

Further particulars upon application.

PREPARED AT SHREVEPORT, LA., BY

SAENGER BROS., The Mfg. Chemists.

FLY BUTTONS Six heavy sheets, 3½ inch diameter, poisoned paper, red label, wire staple through center, called buttons from circular form. Kills flies and ants quickly. RETAILS AT 5 CENTS.

FOR THE TRADE.

30 cents per dozen—Fancy Boxes, 3 dozen. Place on show-case, sales increase five-fold. Pays to push. Each box has a coupon, equivalent to 5 cents per dozen off.

PREMIUMS.

For 2 coupons—Rubber Dating Stamp worth 40 cents.
For 3 coupons—Pat. Pneumatic Ink Bottle worth 60 cents.
For 6 coupons—¼ gross Fly Buttons.

START YOUR TRADE with free samples (one sheet in envelope) furnished through jobbers.

These create demand at once, for Fly Buttons bear acquaintance—sell better every year—not one season novelties. No mistake in ordering trial gross from *your jobbers*. For sample write

THE FLY BUTTON CO., Maumee, Ohio.

Miss Bookley: "You are from Boston, I believe, Mr. Staples?"

Mr. Staples: "Yes; I have lived there several years."

"Then you must know all about Browning and Emerson?"

"N—no, I can't say that I do. Clothing firm, isn't it?"—*Kansas City Journal.*

Patent medicines vary greatly in merit. Some of them are truly excellent preparations. Others are "fakes" of the first water! One of the really reliable "patents" is "Syrup of Figs." Every druggist knows what this product is. He has handled it for years and sold many gross of it. Enough said!

Her One Failing.—

She's a dainty little fairy,
Fascinating, light and airy,
With the most engaging manners and
a captivating grace.
She so charmed me when I met her
That I never can forget her,
And I've spent long hours dreaming
of the beauty of her face.

She is wonderfully pretty,
And so wide awake and witty
That it's just a keen delight in her society to be,
But she has one imperfection
That fills me with dejection—
She has made it quite apparent that
she doesn't care for me!

—*Somerville Journal.*

One of the best correspondence schools of pharmacy is the American Correspondence University, of Le Roy, N. Y. It is a sufficient guarantee to say that the President and Manager of this University is Charles W. Parsons, Ph.C. Mr. Parsons was for a good many years editor of the *Pharmaceutical Era,* and he is a writer and a student of uncommon ability and achievement. The course of the University is a comprehensive one, and is in all respects excellent. One can begin at any time, and proceed as rapidly as he chooses. Moreover, the cost of the entire course is only $10.00.

The Drug Clerk of a Generation Ago.—The young of to-day hardly realize what was the life of the drug clerk of not so very long ago. They opened the store before six in the morning and tended to business till midnight. They swept and scrubbed the floor and scoured the fixtures and did all other cleaning; they shoveled the snow from the sidewalks; they pumped oils and other nasty stuff from barrel to barrel—in fact, they did all the heavy and dirty work now mostly attended to by boys, porters, or the machine. They pounded away at heavy iron mortars and labored at the old worn-out drug mill for days at a time, until their hands were blistered and their muscles cramped with pain; they slept underneath the prescription counter on couches a twentieth-century convict would sneer at, and they were rung out of bed a dozen times a night to compound medicines in unheated rooms with the thermometer fooling around the —20-point.

This and more is what the poor drug clerk of yore did, and his pay on the average was less than what they of to-day earn; and with all this he filled in his leisure moments to cram his cranium with useful and agreeable lore. But hard and exacting as it was, it proved a good school to the embryo pharmacist, for there is nothing better than experience, when manual work—actual doing—goes hand in hand with intellectual exertion. The education received in that school to those men was of inestimable value, and brought forth those great men who constitute the galaxy of bright luminaries in American pharmacy.—*Western Druggist.*

THE best looking and the most serviceable chairs to be used at the soda counter are the twisted wire variety. And the best known manufacturers of these chairs is the Chicago Wire Chair Co. Some of the many styles manufactured by this company are shown on advertising page 28 of this issue of the BULLETIN.

"I HAVEN'T seen a good short story for months. What has become of all the writers of fiction?"

"Don't you know? They are all at work writing attractive little pamphlets for the get-rich-quick promoters who are starting automobile concerns at every cross road."—*Automobile Magazine.*

HAD REACHED THE LIMIT.—Police Captain Titus of New York tells a story about Clarence O'Brien, alias "Paddy, the Pig," who was recently locked up for being found in a gambling-house when it was raided. In front of Paddy's place, at Sixth Avenue and Thirty-Sixth Street, he hung out a sign on Thanksgiving, reading: "All the beer you can drink here for 5 cents."

A thirsty hobo scraped up five pennies and went in to take advantage of so munificent an opportunity to secure a cheap load.

"Nay, nay," said Paddy, when the hobo pressed his glass for a second helping; "Where's your nickel?"

"Don't you advertise all the beer I can drink for 5 cents?" demanded the tramp.

"Yes," said Paddy, "and you've had all the beer you can drink here for 5 cents, and don't you forget it, ayether."—*Philadelphia Ledger.*

How to sell ice-cream soda at five cents and make any money—this is a problem over which many druggists get bald-headed every summer. "Kymo" solves the problem! With "Kymo" the best quality of ice cream can be made at from 20 to 35 cents a gallon. No cream, eggs, or other such substance is required. Write for a free sample of "Kymo" to the Kymo Company, 542 Albany Street, Little Falls, N. Y.

DRUMMER'S DIMPLE WON THE DRUGGISTS.—"Who was that woman you were talking to for so long?" was a question the wife of more than one druggist in Bayonne, New Jersey, asked of her husband yesterday. "That woman" was a decidedly pretty woman, young, of the brunette type, and was handsomely gowned. She had a dimpled smile, and being a woman was, of course, a good talker. Thus reports the *Jersey City Journal.*

She was a drummer—the first drug-store woman drummer to invade Bayonne—and needless to say she did a land office business. Fortunately for the male drummers, the young lady's particular work will not take her to Bayonne again in perhaps a year, but if it did, all male drug-store solicitors would have to look for another line of business or fields other than Bayonne.

The "lady drummer" had a nice, winning way, which it was difficult to resist. She represented a concern which makes a specialty of window dressing of drug stores, but she sold things as well. In fact, she volunteered the information to one pharmacist that her sales for March and April had amounted to $93,000. She told the druggists she enjoyed the experiences she had had on the road and that she had taken up the work in preference to an office position. The pretty drummer left Bayonne with many orders from the susceptible proprietors, who as a whole were so gallant they could not refuse to buy her goods.

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES

AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

A Complete Course

IN

PHARMACY

For $10.

We teach you at your home. You study at odd times. You don't have to stop work. Our course is thorough and complete. Prepares for Board of Pharmacy examination—and it costs you only $10.00. Now, while you have it in mind, write for explanatory prospectus. This costs you nothing, and from it you can form an idea of our easy and excellent system.

AMERICAN CORRESPONDENCE UNIVERSITY,

3½ Main Street, LE ROY, N. Y.

THE "MARVEL WHIRLING SPRAY"

Marks a New Era in Vaginal Syringes.

IT IS A MARVEL.

Our Trade Mark, ***"Marvel Whirling Spray,"*** has been sustained by decisions of the ***United States Circuit Court.***

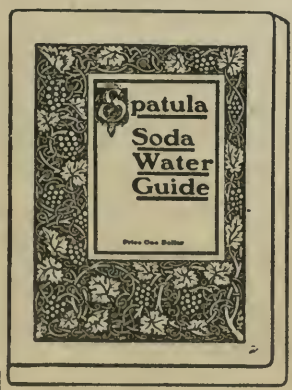
Our patents and trade mark are insured and protected against infringement by the ***Patent Title and Guarantee Co. of New York.***

TAKE NOTICE.

All infringements will be prosecuted to the full extent of the law.

MARVEL CO.,

Times Building, Room K, New York.



$500 to $1000 EVERY MONTH

Can be made from your Fountain if you study and follow this book

450 SUBJECTS

and more are touched upon in the Spatula Soda Water Guide. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box, and what to do with all the numerous accessories that now go with a fountain.

ITS FORMULAS

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

Price Postpaid with THE SPATULA, one year, $1.50,
Without THE SPATULA, $1.00.

THE SPATULA, - BOSTON.

MARK TWAIN'S FIRST MONEY.—While traveling recently, according to the New York *Times,* Mark Twain was asked by a friend and fellow-passenger if he remembered the first money he had ever earned.

"Yes," answered Mr. Clemens, puffing meditatively on his cigar, "I have a distinct recollection of it. When I was a youngster I attended school at a place where the use of the birch rod was not an unusual event. It was against the rules to mark the desks in any manner, the penalty being a fine of $5 or public chastisement.

"Happening to violate the rule on one occasion, I was offered the alternative. I told my father, and, as he seemed to think it would be too bad for me to be publicly punished, he gave me the $5. At that period of my existence $5 was a large sum, while a whipping was of little consequence, and so—" here Mr. Clemens reflectively knocked the ashes from his cigar—"well," he finally added, "that was how I earned my first $5."

CALIFORNIA COLLEGE OF PHARMACY.—The graduating exercises took place at the same time as those of the other departments of the University of California at Berkley on May 14. Over 500 degrees were conferred in about half an hour, President Roosevelt receiving the degree of LL.D. along with the rest. The ceremony was the most notable of its kind ever witnessed in California. Fully 10,000 persons were there. The large amphitheater just fitted up with stone seats by William R. Hearst, seating between 7000 and 8000, besides hundreds on additional seats specially provided for this occasion, and more hundreds standing. It was a glorious sight to behold, on one of California's brightest days, this large assemblage seated in a large natural amphitheater surrounded on all sides by tall eucalyptus and pine trees.

The address to the graduating class was delivered by President Roosevelt, who spoke for about forty minutes, pressing home the claims of State and country upon those to whom the State and the nation has given the opportunity of acquiring a university education.

The directors of the College of Pharmacy feel that they are fortunate in having secured as successor to the late Professor J. J. B. Argenti, Dr. Albert Schneider, who for the last five years has occupied the chair of Botany, Materia Medica, and Pharmacography in the School of Pharmacy of the Northwestern University, and will teach the same subjects in the California College of Pharmacy. Dr. Schneider has proved himself a successful teacher, and will meet with a hearty reception by both faculty and students when he enters upon the duties of his new field.

WHAT HE WANTED!—The difficulties of learning and using a new language are many, and the unfortunate Norwegian in this story from the Frankfort (Kan.) *Review* must have felt that his own efforts were particularly unsuccessful.

A druggist was obliged to be absent from his store one day, and his wife took his place. A large Norwegian, who spoke English with difficulty, entered and said:

"Hi owe de firm fifty cents."

"Very well," replied the druggist's wife; "just pay it to me and it will be all right."

"Hi owe de firm fifty cents."

"Yes, I understand. If you are afraid, I will give you a receipt for it."

The man looked at her in astonishment, and walked out without a word. Pretty soon he returned with a fellow countryman, whose command of English was a little better, and who interpreted his friend's remark by explaining, "He want fifty cents' worth of iodoform."

UNSOLICITED TESTIMONIAL.—"Messrs. Shewer, Kewer & Co.," writes I. Wurkover, "one of your agents presented me a copy of your Family Almanac for 1903 the other day. I don't think much of the medical part of it, but I have enjoyed the anecdotes and stories very much. They are the kind I have always used."

COMMENCEMENT AT NORTHWESTERN UNIVERSITY; NEW ADDITIONS TO THE FACULTY.—At the annual commencement of Northwestern University, held at the Auditorium, Chicago, the degree of Pharmaceutical Chemist was conferred upon James Porter Andrews, Owen Crippen DeVine, Hjalmar Emil Erickson, Samuel McFarland Farrar, Walter E. Fredrickson, Carl Victor Green, Leonard A. Johnson, Arthur Frederic Kohn, Victor Bohumil Kovarik, Oliver J. Miller, Howard Addison Sharpe, Eva Mary Smith, Benjamin Spear, and Edward Everett Stacy; and the degree of Graduate in Pharmacy was conferred upon Andrew William Fleischer, Henry Hydinger, and Madge Isabelle Pringle. Honorable mention for meritorious work was awarded to Edward Everett Stacy and Leonard A. Johnson.

Dr. Theodore Whittelsey, of Cornell University, who has been appointed Professor of General and Inorganic Chemistry, was born at New Berlin, Chenango Co., New York, May 15, 1868. Graduated at the High School of Saratoga Springs in 1886. Entered Williams College that year, and in 1890 received the degree of A.B. from that institution. He was assistant in chemistry at Williams College in 1890-91. From 1891 to 1897 he was in charge of the department of chemistry at Pacific University, Forest Grove, Ore., but was absent on leave during 1893-95, studying at the University of Goettingen, where he received the degree of Doctor of Philosophy in 1895. From 1898 to 1903 he had charge of the laboratory of qualitative analysis at Cornell University. Jointly with Prof. L. M. Dennis, the head of the department of chemistry of Cornell University, Dr. Whittelsey is the author of a Manual of Qualitative Analysis, published in 1902. The Doctor is a member of the American Chemical Society, the German Chemical Society, and the Sigma Xi (the honorary scientific society corresponding to the Phi Beta Kappa).

Dr. Raymond H. Pond, of Kansas, the new Professor of Botany and Pharmacognosy, was born in Topeka, Kas., in May, 1875. He graduated at the Kansas Agricultural College, receiving the degree of B.S. in 1898 and M.S. in 1899. He studied and pursued research work at the University of Michigan three years, and received the degree of Doctor of Philosophy in 1902. He has had several years' experience as a teacher, and has devoted most of his time to botany and chemistry.

Mr. Gustave E. F. Lundell is a graduate of Cornell University, where he has been one of the assistants of Dr. Theodore Whittelsey in the chemical laboratory. Mr. Lundell is a member of the Sigma Xi. He is a successful and popular teacher.

THE NEW CLERK WAS EMBARRASSED.—An exchange tells the following story on a young man who had accepted a position as clerk in a drug store which also kept a stock of books: "He was waiting on a pretty schoolma'am from the country the other day, who was buying some text-books. She asked for a copy of Steel's Physics. He looked rather blank, but made a thorough search of all the shelves along the patent medicine row, then returned to the schoolma'am and apologetically said: 'I'm sorry, madam, but we are just out of Steel's Physics. We have others just as good, however.' 'What are they?' asked the teacher, somewhat puzzled. 'Well, there's Seidlitz Powders and Epsom Salts and Castor Oil and Croton'—but the pretty schoolma'am had fled."

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

JULY.

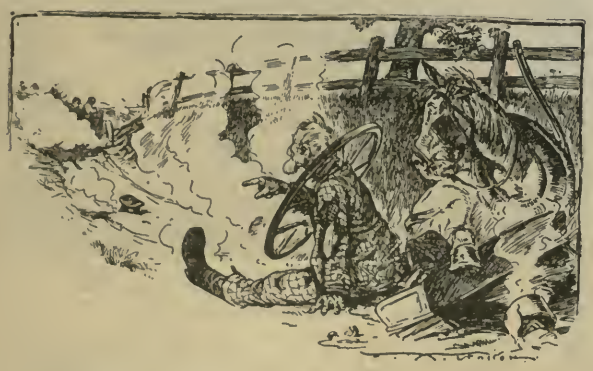
M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

A RUG peddler called several times at a Wichita (Kan.) house and found the people away from home. At last he wrote and pinned this note on the door: "Madam: Kindly remain at home to-morrow forenoon. I want to sell you a rug."—*Kansas City Journal.*



"HEY, Mister! you dropped your hat!"

DRUGGISTS are every day getting to be better and better business men and open to every chance for the improvement of business methods. One of the most vital parts of any business system is the bookkeeping feature of it. In this connection it may be mentioned that on advertising page 22, facing the first page of reading matter, a cut is shown of a novel ledger made by the Richmond & Backus Co., of Detroit, Mich. The ledger is known as the "Areandbe," and is a detachable leaf contrivance. Better look it up!

AT the bottom of a recent wedding card they put the legend, "No children expected." An old lady, reading one of the cards for the first time, exclaimed: "Well, they may not expect 'em, but it's dollars to dimes they'll have 'em."

THE OLD MAN HAD TO GET THE "PERRYGORIC."—"We have had a colored woman to come to the house to do the washing for several years past," said a resident of Hancock Avenue as he came down in the car the other morning, "and it has happened once in a great while that she has stayed over night to do some extra work next day. I never knew till last night whether she was mraried or single—had a home of her own or a room with some family—and then I discovered it in a way to leave me weak in the knees. I woke up at midnight with a longing for a glass of beer, and knowing that there were some cold bottles in the refrigerator I crept out of bed and went down to the kitchen. I had no light, and the first thing I saw was a man looking into one of the kitchen windows. I watched him for a few seconds, and then hustled upstairs after my gun. When I returned he was softly trying the door, and I made up my mind to teach him a lesson. I quietly turned the key, and of a sudden threw open the door and found the prowler right at the muzzle of the revolver. He was a big fellow and black as the ace of spades, and I was pulling the trigger when he called out:

"Say, white man, is my ole woman here?"

"Who is your old woman?" I asked.

"Why, she's dun washed fur yo' fur de last seben years. She didn't come home, and so I reckoned she stayed yere."

"And what do you want of her?"

"Deed, sah, but de baby's got a turn wid de colic, an' I wanted to ax her what she did wid de bottle of perrygoric. I can't find it nowhars 'bout de house."

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

"I called his old woman and she went home with him," concluded the citizen, "but even if baby's colic kept up I guess they got more sleep than I did. I had come within a hair's breadth of putting a bullet into him and I didn't get over shaking for the next two hours. I tried to make him understand what a narrow escape he had, but his reply was:

"Yes, sah—jess so, sah, but yo' see I couldn't dun find dat perrygoric."—*Detroit Free Press.*

DRUGGISTS who have a nice lot of customers are particular to have lettered prescription ware of the best variety. They will be pleased with the bottles furnished them by the Saltsburg Bottle Works Co., of McDonald, Pa. These people manufacture the finest grade of pot flint bottles, and their goods can be depended upon to be the most satisfactory in the market.

SAYINGS OF THE WISE.—Nature alone is antique and the oldest art a mushroom.—*Carlyle.*

God is the only being who has time enough; but a prudent man, who knows how to seize occasion, can commonly make shift to find as much as he needs.—*Lowell.*

Censure is the tax a man pays to the public for being eminent.—*Swift.*

The miserable have no other medicine, but only hope.—*Shakespeare.*

Any coward can fight a battle when he's sure of winning, but give me the man who has pluck to fight when he's sure of losing.—*George Eliot.*

Let men tremble to win the hand of woman, unless they win with it the utmost passion of her heart. Else it may be their miserable fortune, when some mightier touch than their own may have awakened all her sensibilities, to be reproached even for the calm content, the marble image of happiness, which they will have imposed upon her as the warm reality.—*Hawthorne.*

THE BULL-FIGHTER IS THE POPULAR HERO OF SPAIN.—You could never mistake a bull-fighter for a man of any other calling. He enforces upon himself a street costume the details of which are as immutable as those of a soldier's uniform; his hair must be brushed forward over his ears, he must be smooth-shaven, he must wear a tiny pig-tail, his jacket may not come below his waist-line. His shirt is deeply fluted, and in its front he wears as magnificent a diamond as his earnings and the gifts of his admirers can supply. When he walks the streets on his high French heels, glancing self-consciously from beneath his flat-brimmed sombrero, he is followed on every side by pointed fingers. To sit with him at a café table is a distinction, and the youngest of Madrid's golden youth flush with pleasure when in public places he nods to them. At the fashionable hour in the Prado they give him the seat of honor in the automobile. It is a survival of the relations of the "patron" and the gladiator. And in return for this social recognition, when Sunday comes, the matador, before he kills the bull, bows to the box in which his rich patron sits, and throws him his three-cornered hat, and by so doing fills with envy the hearts of 15,000 men. What the effect his fame, his silken calves, and his cloth of gold have upon the women of Spain has been sung by generations of poets, playwrights, and novelists of his own country.—From "The Gentle Art of Bull-Fighting," by RICHARD HARDING DAVIS, in *Scribner's.*

Moore's Universal Spring Apron

IS THE BEST.

Why? Because it keeps the clothes clean and can be put on or removed instantly. Try it and see. Just the thing for druggists and chemists.

Made in cheviot fast colors, white shrunk cotton, and black duck, 75c.

Postage 15 cents extra.

Remit in stamps or postal order. Do not send local check.

Sold by jobbers. Write for circular.

Manufactured by

E. C. MOORE & SON,

Dept. P. Detroit, Mich., U. S. A.

When writing kindly mention *Bulletin of Pharmacy.*

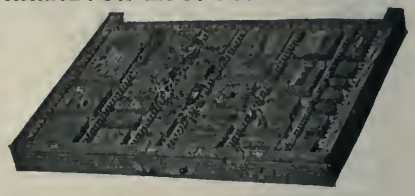
A PLACE TO KEEP YOUR

Electrotypes, Wood Cuts and Half-tone Plates.

Hamilton's Indexed Electrotype Cabinet provides the place. Every cut, among thousands, instantly available. Complete descriptive circular sent on application.

MIDDLETOWN, N. Y. THE HAMILTON MFG. CO. TWO RIVERS, WIS.

The illustrations show a 20-drawer cabinet, and a drawer with the partitions in place and filled with cuts.



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Manufactured by RAYMOND LEAD COMPANY,
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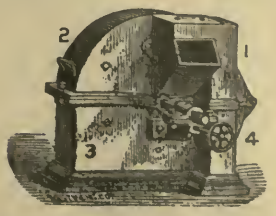
J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., - NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin.*

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WM. M. WARREN, Medical Publisher, Detroit, Mich.

BULLETIN OF PHARMACY

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EDITORIAL.

THE BUSINESS "ENGINEER."

Modern production is now done on so vast a scale, and competition in all lines of business is so aggressive, that a necessity is everywhere felt to reduce economic waste to the minimum and to take advantage of every possible saving. And this necessity has been so urgent that within the last few years a new profession has sprung into existence in order that it might be met. The production or business "engineer" has now taken his place among the specialized experts of the country, and his kind bid fair to increase in the land.

Two or three years ago a manufacturer (not in pharmacy) found his business largely increasing under the stimulus of the general prosperity. He was quite delighted to discover that in one year alone he was adding $500,000 to the extent of his operations. Everything was booming; prices were advancing; and the manufacturer felt himself rapidly becoming a magnate. But at the end of the year a careful estimate showed him that despite this large growth in his business his profits had increased but $6.08!

It was quite evident that something was wrong somewhere—perhaps everything was wrong everywhere. Either goods were sold too close to their cost, or the cost itself was too great by reason of preventible wastes, or the efficiency of the plant was at too low an ebb—either some or all of these things, and perhaps others along with them, were preventing the manufacturer from realizing the profit which the size and growth of his operations led him to expect.

He called in a business "engineer." His plant was thoroughly organized; labor-saving devices were introduced here and there; a more perfect and complete accounting system was installed; better business methods were inaugurated; filing records were conceived which saved much clerk hire; a small waste here and a larger one there was overcome; and, perhaps more important than all, a system was devised by means of which the manufacturer could tell at a glance what each article cost him, whether he was selling it in any particular section or in all sections at a loss, and whether, if it were impossible to raise the selling price, it would be wise either to stop selling the article altogether, or only in certain States where the selling expenses were excessive.

This is a typical example of the work of the production or business "engineer." Of course the field of his operations is mostly in the large producing enterprises, and his functions may not be of particular interest to the retail pharmacists. And yet there is a strong suggestion here for the pharmacist. All lines of business are responsive to the same conditions. No trade or industry is a law unto itself. That pharmacist is a wise business man who detects the current and swims with it. The rise of this new occupation of business "engineering" in itself indicates that business is becoming more and more scientific in nature; and the pharmacist would do well to realize this and conform himself to the spirit of the times. Constituting himself his own business "en-

gineer," or getting such assistance as he may, he should so organize his business that he can know at any hour just where he stands, how much money he is making, whether he is losing money on certain goods, how much it costs him to sell goods and how he should arrive intelligently at a selling price—he should so organize his business, we repeat, so that he can know these things and others of equal importance, and thus save himself from those unconscious errors which mean the difference between success and failure.

"THE DRUGGISTS' SPECIALTIES"—A NEW BULLETIN DEPARTMENT.

Readers of the BULLETIN will be glad to know that we have made arrangements with Mr. B. S. Cooban, of Chicago, Ill., to conduct a department in this journal to be known as "The Druggists' Specialties." Mr. Cooban has established himself as an expert on this subject by the numerous articles he has contributed to the BULLETIN from time to time. His formulas "work." His preparations are well selected. His labels are attractive. As a pharmacist he knows how to manufacture a preparation, and experiment with it until it is "right;" and as an advertiser he knows how to get up the package and "push" the product so that it will sell.

MR. B. S. COOBAN.

The new department will be opened next month, and it will have four purposes:

1. To provide formulas that will "work" to pharmacists who ask for them.
2. To give advice concerning labels and packages.
3. To render suggestions regarding advertising methods.
4. And, not less important, to publish in turn the formulas and the suggestions of readers who have been successful in making and selling specialties of their own, and who are willing to "give" as well as "take."

We hope, indeed, to make the department a sort of coöperative bureau for mutual benefit—a place where our readers may exchange formulas and ideas concerning specialties with one another, and receive the expert assistance of Mr. Cooban in addition. The department, like all BULLETIN departments, will of course be conducted not merely for the benefit of those who take a share in its work, but for the advantage of the entire BULLETIN constituency; and for this and other reasons *no information can be given by mail.* Readers will communicate with one another, and Mr. Cooban will communicate with them, entirely in print. All letters should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan.

We hope subscribers will feel free to ask for what they want, and in turn to give what they think others will want.

THE NATIONAL BUREAU OF MEDICINES AND FOODS.

Among other subjects which the American Pharmaceutical Association is scheduled to discuss during the week in which this number of the BULLETIN will be published is a proposition looking toward the establishment of a "National Bureau of Medicines and Foods." A joint committee of the American Medical and American Pharmaceutical Associations has been considering the project for some time, and definite action will in all probability be taken at the Mackinac meeting of the latter society. We may briefly state the purpose of the proposed bureau at this time, waiving any expression of opinion until the discussion of the subject at Mackinac has made it possible to arrive at more definite conclusions.

In a word, it is proposed to establish standards for medicinal and food products to which manufacturers shall adhere. Manufacturers who desire to place the production of their goods under the supervision of the Bureau may become "associate members" upon a vote of eight of the ten directors; and each product is then to be submitted to the Bureau for the establishment of the standard. Permission will thereupon be given to print upon each package of the product a statement expressing the Bureau's approval. Moreover, advertising matter will likewise be examined by the Bureau's censor, and will, if it conforms to the established requirements, be given the official "O. K." mark.

The control of the Bureau will be vested in a board of ten directors, five to be elected by each of the two national associations, the A. M. A. and the A. Ph. A. The secretary of the board, unlike the other members, will be a salaried officer and will devote all his time to the work. A "responsible business head" to conduct the affairs of the Bureau will also

be appointed; and the importance and scope of the operations will be such as to necessitate an elaborate equipment and a large and well-trained corps of expert workers. All this means great expense, but it is suggested that the manufacturers will receive enough benefit from the plan to make it "no less than right that the cost should be met by them"—a gentle proposal which they have so far shown no marked disposition to embrace.

THE "NEW ECONOMIC ORDER."

The combination movement in pharmacy, the gradual advance of which our readers have been apprised from time to time in these columns, has developed nothing of particular importance within recent weeks. Meanwhile the movement is apparently progressing with greater rapidity and dramatic interest among other branches of retail distributors. "The Consolidated Grocers of America" is the somewhat imposing title of a new company incorporated recently under the laws of South Dakota with a capital of a million and a half dollars. The purpose of this combination is to acquire and operate a chain of stores in Chicago and the surrounding territory. Already stores have been purchased in Peoria, Galesburg, and other outlying towns and cities, and a start has also been made in Chicago itself.

Far from meeting opposition to its plans, the combination is finding grocers anxious to join the movement and hastening to offer their stores for the purpose. The plans of the corporation are quite ambitious and comprehensive. The business will be elaborately organized, and the hub of the system will be in Chicago. Here at central offices will be performed the work of coördination and direction, and records will be available every night as to what business has been done during the day in each branch and what the needs of that branch are. Buying will be done closely; economics will be secured by means of scientific business and financial methods exerted at every point; managers who fail after adequate trial to make a good showing will have to give a good reason or make way for others who can do better; and all the numerous advantages which come from superior organization will be realized.

The "new economic order" seems, indeed, to be making considerable headway in the grocery world. Some months ago we reported that there was in New York a combination controlling upwards of 100 stores; that a similar company existed in Philadelphia; and that in Cincinnati three corporations owning 21, 37, and 60 stores respectively were considering plans for the consolidation of them all under one control. There is no evading the fact that the day of organization and combination has come in the economic world. It is made possible by the development and growth of the business organism; it is made necessary by the wastes of the present order; and its onward movement is as inevitable as that of the waters of the great Mississippi.

THE OBSERVER'S COLUMN.

The Observer fell in the other evening with a party of friends of different professions and callings; and before long everybody got to telling anecdotes and amusing occurrences of college life. When it fell to the Observer's lot to make a contribution to the interest of the occasion he recalled an incident which had well-nigh escaped his memory; and while the story wasn't as good as some of the others, its pharmaceutical character may perchance render it not uninteresting to the Observer's friends among the BULLETIN Family.

It happened during the Observer's senior year in the college of pharmacy. Pharmacy students, like other species of the genus student, often get a notion that they are not living up to their opportunities if they do not make a noise in the world, put somebody on the rack, and paint things a brilliant scarlet. This spirit broke out one evening as the senior class was compelled to wait a few minutes beyond the appointed hour for one of the lecturers. Bits of paper, rubbers, even books, began to fly through the air; yells and catcalls became numerous; and by the time the professor arrived on the scene an atmosphere had been generated which boded no good.

The professor came in through the door behind the lecture platform with his accustomed old-school courtesy, bowing graciously, and suavely saying "Good evening, gentlemen;" and then, being somewhat near-sighted, he adjusted his glasses, arranged his notes, and promptly began his lecture. Everything was quiet—alarmingly quiet. It was the calm before the storm.

Whirr! A large cracker went whizzing through the air and struck His Excellency square on his bald pate. At the same moment a snowball came hurtling through the open window, and, striking the blackboard at the professor's left, streaked down through

the elaborate chemical formulæ which had been placed there with considerable labor during the afternoon.

Taking one look at the blackboard, and realizing fully what had happened, particularly in view of the unsuppressed laughter and joy which burst out among the delighted boys, the professor quietly turned to the desk, picked up his notes, said "Good night, gentlemen," with more than even his customary politeness, and walked out of the door behind, bowing as if departing from the royal presence.

A strange quiet suddenly fell upon the boys. This was unusual—it was mysteriously threatening. If the professor had fallen into a rage and "burned them up," they would have felt that this was the end of it. Besides, severe censure—"roasting"—they were accustomed to and didn't mind in the least. They were nonplussed. All their delicious sense of wicked joy had flown. Their fun was quickly nipped in the bud—frosted.

The professor never delivered that particular lecture, but he came up smiling throughout the remainder of the course, and in no way even referred to the cracker and snowball drama. It soon passed out of mind and was forgotten. The boys recovered from their occult feeling of fear that something unusual and unexpected would flow from the event.

But there came a time finally when the unusual and the unexpected transpired with a vengeance. Examination week rolled around—the week that was to determine whether the boys should become "graduates of pharmacy" or not; and when they came up before the professor they were knocked all in a heap to find that fully half of the questions on his paper referred to the lecture that had never been delivered! The professor's inning had come. He had known how to be patient and bide his time. And his revenge was ample—those boys sweat blood for an hour in a manner which would have melted a heart of stone. Never were students punished so effectively for an unkind act.

But the professor was not a Nero. It was enough for him to see the boys go through that one hour of acute anguish in the examination room; and when he came to correct their papers he displayed a spirit of fairness which prevented any injustice being done, and which completely won him the boys' respect and veneration.

Only a year or two ago the Observer met his old teacher at an association gathering and humorously referred to the incident. The professor burst out into a laugh. "I fixed you fellows, didn't I?" he asked, with intense satisfaction.

THE MONTH.

THE MACY DECISION.

Scarcely has the drug trade ceased congratulating itself on the decision rendered in the famous Park case* when another decision is handed down in the same State which, to a layman admittedly not versed in the subtleties of the law, seems in direct opposition. It will be recalled that R. H. Macy & Co., the department store proprietors of New York, brought suit in the courts against the American Publishers' Association for refusing to supply them with books unless they adhered to the printed retail price in selling them. The lower court decided against the complainants several months ago, but last month the Appellate Division of the Supreme Court reversed the decision. Justice Ingraham, writing the prevailing opinion, declared that the plan of the Publishers' Association prevented free competition in the supply and price of books, and was therefore in restraint of trade and was illegal. That the books were copyrighted did not alter the situation, for "when a publisher of a copyrighted book once sells the book, the copyright law gives him no right to prevent its being sold by the person to whom he sells it, or to interfere in any way with the property right of the purchaser in the book which has been sold by the person owning the copyright." Two justices concurred in Judge Ingraham's decision, and two dissented, so that, as in the Park case, the prevailing opinion carried by only one vote. Justice McLaughlin, dissenting, insisted that the Park decision governed the present case; and Presiding Justice Van Brunt coincided with this view and further remarked that he "did not see why a seller of property in respect to which he has a monopoly cannot impose any conditions as to its re-sale that he sees fit."

* * *

THE MACY AND PARK DECISIONS COMPARED.

The difference of opinion between the two judges who wrote the decisions in the Park and Macy cases may be clearly stated. Judge Ingraham says the Publishers' plan (or the rebate or tripartite plans, for all three are practically identical) is illegal because it prevents a free competition in the price of the articles involved. Granted, replies Judge Haight in the Park case, but "we must bear in mind that the goods are covered by patent-rights and trade-marks, which give the proprietors the exclusive right of specifying prices at which the articles shall be sold

*See page 221 of the June BULLETIN.

[at retail], and, following this, the right also to require dealers to maintain the prices specified." The nub of the whole question, then, is this: Has the manufacturer of a patented, trade-marked, or copyrighted article the right to declare and maintain the conditions under which his goods shall be sold? The Park decision answers "Yes." The Macy decision answers "No." Both decisions are carried only by a majority of one vote; and it would seem that the question has yet to be settled definitely. Meanwhile the Macy case will probably be carried to the Court of Appeals; and it is not unlikely that this court, guided by its own precedent in the Park case, will reverse last month's decision of the Appellate Division of the Supreme Court.

* * *

STILL ANOTHER DECISION.

The Macy decision of course has a vital bearing on the N. A. R. D. plans of distributing goods; and another decision of a different sort was rendered last month which is important for the same reason. The Freeman Perfume Co., which for several years has been making a strenuous effort to protect the retail price of its face powder by adopting a system of serial numbering, has been greatly hindered in this by cutters who, after obtaining the powder through indirect channels, would remove the numbers to avoid detection. The Cincinnati cutter, M. Cora Dow, caused the Freeman Co. particular annoyance in that she removed the entire label from their packages and otherwise mutilated them in order to make detection impossible. To bring the question to an issue, the Freeman Perfume Co. brought suit in the Hamilton County (O.) Court of Common Pleas to enjoin M. Cora Dow from mutilating their boxes of face powder. The court dismissed the bill and declared "a purchaser of a chattel having no contractual relationship with the manufacturer, may do what he pleases with it, notwithstanding that it is protected by trade-mark." It will be noticed that the court declared by implication that exactly the opposite condition of things would obtain if contractual relations did exist; and this is after all the assurance which the drug trade desires, for contractual relations are of course involved in the "serial numbering and direct-contract plan" of the N. A. R. D.

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THE STATE ASSOCIATIONS.

This is the season of the year when the State pharmaceutical associations occupy the center of the stage. At least fifteen or twenty bodies have met during the last few weeks, and on the whole the gatherings have been well attended, interesting, and successful from every point of view. In some instances, indeed, the membership increase has been very gratifying. The Pennsylvania association did rather a marvelous thing in adding 414 members to its enrolment; and 130 new members were secured by the New York association, 46 by the Connecticut association, and 47 by the Minnesota association. At the meeting of the Ohio body, which, by the way, was its Silver Jubilee, 300 persons were in attendance, while the surprising number of 600 was attained at the Minnesota gathering. Moreover, an unusual number of papers were read at most of the meetings, Pennsylvania heading the list with no less than thirty-three.

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COMPULSORY COLLEGE GRADUATION.

Considerable interest has been aroused by the action of the New York and Minnesota associations in looking forward to the enactment of measures making graduation in pharmacy a prerequisite to registration. The subject has been under consideration by the former association for several years, and a special committee has now been appointed to draft a bill and place it in the hands of the legislative committee of the association for introduction at the first session of the State legislature of 1903-4. The law, even though it passes, will not become operative, however, until 1905. The Minnesota association did not take action quite so definite. A motion was carried unanimously which instructed the legislative committee of the association to "work towards having a college training obligatory at some future time, say 1907." A date three or four years distant is set in order that every one involved may trim his sails in accordance therewith, and may not be the victim of any hardship. These decisions of the New York and Minnesota associations are straws which indicate the direction of the breeze. No one need doubt which way it is blowing. Compulsory graduation in pharmacy is one of the things which will be generally accomplished sooner or later.

* * *

TRADE CONDITIONS IN NEW YORK.

An interesting report on trade conditions throughout the State was rendered at the New York meeting by Clark Z. Otis, chairman of the Committee on Commercial Interests. Mr. Otis had sent out 60 letters to druggists in different parts of the State, in which answers were asked to certain questions. Thirty-two replies had been received. Nine correspondents declared that they got full prices for

"patents," while the remaining 26 stated that cut prices obtained, and that anywhere from 62 to 71 cents was received for $1 goods, 35 to 40 cents for 50-cent goods, and 9 to 22 cents for 25-cent goods. Eighteen of the 32 druggists reported that "the outlook for better conditions" was not encouraging; five thought the situation was about the same as last year; and the remaining nine expressed full satisfaction with the existing status of affairs. To the question, "Has the N. A. R. D. aided in the advancing of prices?" 18 answered "No," and 14 druggists made no reply at all. The answers received to another question, "Do the physicians do much dispensing in your city?" showed a condition which the committee regarded as alarming. Only three correspondents replied favorably, while in the remaining 29 cities represented it was made abundantly manifest that the doctors did a great deal of dispensing. Commenting briefly upon these returns, it may be pointed out that they are of course not sufficiently complete to be determinative of the conditions prevailing generally throughout the State or the country. They are, however, suggestive.

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AN ABLE ADDRESS.

In touching upon the more conspicuous features of the various State meetings of the last few weeks mention should not be omitted of the uncommonly able and well-written address delivered by President Chas. L. Hay before the Pennsylvania association. Reference has already been made to the remarkable showing of this organization in securing over four hundred new members during the last year. Much of the credit belongs to President Hay; and his address is largely devoted to a stirring and eloquent appeal for further efforts to continue the good work. Respects were also paid to "our present iniquitous patent and trade-mark laws." "Education—always the foe of vice—is our remedy. Educate our people as well as our legislators to a thorough comprehension of the monstrous iniquity which at present characterizes these laws. We are, to a certain extent, standing between our customers and extortion, and we are failing our duty by so much as we neglect to denounce this crowning injustice." The benefits of organization were forcibly pointed out, and the address was closed with the following paragraph:

If my remarks are intended to convey one thought more than another, it is to make our various organizations strong and then stay strong. This offers the only sure solution to our troubles; it points out the only path which leads to Light; and while we may at times feel inclined to grumble at those druggists who, sharing in the fruits of our labor, are yet content to sit idly by, is there not a satisfaction in the knowledge that we are helping, that we are advancing, the cause of Pharmacy, and that future generations of pharmacists may look back on us with some of the same measure of respect that we now look back on the honored ones of earlier days and feel that we, indeed, "walked worthy the vocation wherein we were called?"

* * *

OTHER FEATURES OF THE STATE MEETINGS.

Other features of the various State meetings may be touched upon briefly. It is extremely gratifying that the Minnesota and New York bodies each instructed its legislative committee to secure the passage of an effective cocaine measure in the next session of the legislature. The Minnesota association also adopted a standard scale of prices for prescriptions, covering liquids, powders, capsules, tablets, ointments, suppositories, and pills; while President Eckstein recommended the formation of a mutual insurance company in connection with the association. The Ohio association was mentioned last month, but we may say further that this year's meeting was the Silver Jubilee, and was the most largely-attended and successful gathering which the society has had during recent years. L. C. Hopp, who was largely instrumental in the organization of the association twenty-five years ago, and who has been its secretary ever since, retired from the office this year and was presented with a solid silver table-service in appreciation of his long period of faithful and loyal work.

* * *

THE CLERK SITUATION IN SAN FRANCISCO.

Much interest has been aroused among the drug clerk organizations of the country by the situation which has arisen in San Francisco. The Owl Drug Co., the headquarters of which are in San Francisco, but which has branch stores in other cities, had some controversy with the drug clerks' association, and the result was that the employees of the company "walked out" one fine day and refused to return until conditions imposed by the association had been complied with. This was two or three months ago. The affair was completely aired in the newspapers of the city, and letters and explanations from both parties kept the interest of the public alive. Just what the situation is at this date we are unable to say. The drug clerks' association is united with union labor; and the San Francisco Labor Council took part in the fracas. The Owl Drug Co. was boycotted in the most modern and up-to-date fashion. Meanwhile it is of interest to know that the Owl company, being cutters and find-

ing itself in opposition to the N. A. R. D., has brought suit for "conspiracy" against the National Association, the local jobbers, and others.

* * *

THE CLERKS AND PROPRIETORS OF CHICAGO.

The associations of drug clerks and proprietors in Chicago have signed a somewhat novel agreement. Among other things it provides that 140 hours shall constitute two weeks' work; overtime shall be compensated for by additional allowance of time off; the minimum scale of wages shall be $15 for a registered pharmacist, and $12 for an "assistant;" no clerk shall be required to sleep in the store except by mutual agreement, and where a clerk does sleep in a store he shall be provided with suitable and well-ventilated sleeping quarters. In partial return for these concessions granted by the proprietors it is furthermore agreed that the clerks, when requested to do so by the proprietors' association, shall refuse to work for any employer who is not a member of the Chicago Retail Druggists' Association in good standing. Violations of the agreement will be submitted to a board of arbitration composed of one representative from each of the associations; and upon failure of these two representatives to reach a decision a third party will be selected by them.

* * *

THE N. A. R. D. PRICE LIST.

The National Association of Retail Druggists has issued a new and revised edition of its price list on drugs, tablets, wines and liquors, toilet articles, sundries, and the like. The book is an excellent one, and has filled, and is filling, a real need. By means of it the druggists of a locality are enabled to secure uniform prices on their general stock, and this is quite as important as the question of price on patents. It would be difficult to overestimate, indeed, the financial advantage which the use of the book brings to every druggist who uses it during a single month alone. This is one of the many ways in which the N. A. R. D. has been of salutary benefit in improving the conditions of the drug trade throughout the country.

* * *

THE RICE MONUMENT UNVEILED.

The memorial monument provided by the Board of Trustees of the U. S. Pharmacopœial Convention to mark the grave of Dr. Rice, and subscribed to by druggists all over the country, was last month unveiled in Woodlawn Cemetery, New York City. The dedicatory exercises were impressive, and were attended by a small party of Dr. Rice's close friends and admirers. After the singing of "Nearer, My God, to Thee" by a quartette, a touching eulogy was delivered by the Rev. St. John Young, chaplain of Bellevue Hospital, and a personal friend and associate of Dr. Rice. Professor Remington, Dr. Rice's successor as chairman of the Committee of Revision of the U. S. P., followed with an account of the movement to secure the monument; and words of personal esteem and respect to the memory of the doctor were spoken by Professor Coblentz, Dr. R. W. Wilcox, Charles E. Dohme, Ewen McIntyre, and Dr. H. M. Whelpley.

* * *

THE CHICAGO SITUATION.

Our readers are aware that the bars were thrown down entirely in Chicago two or three months ago, and that a fierce reign of cutting was proposed by the local association. Two or three of the department stores had violated the price schedule, and the executive officers of the association formulated the policy of smoking the animal out with fire. Apparently this arrangement did not please everybody; and a considerable majority of the druggists of the city maintained the original schedule, regardless of orders. Mr. John I. Straw, president of the organization, resigned his office last month, and he has now been succeeded by C. H. Avery. This will mean a change of policy; and an effort will be made to return to the former schedule.

* * *

JUSTICE AT LAST.

At last, after many years of agitation, the Board of Health of Greater New York has decided to stop the sale of antitoxins to persons outside the city. For several years the Board has competed with private enterprise in a manner which was unjust in the extreme, and which was entirely without excuse. Antitoxin of superior quality is to be found on the open market; and there is no more reason why a governmental agency should undertake its manufacture and sale than that shoes or quinine pills should be produced and distributed under similar conditions. Private enterprise has its rights, and they should be respected.

* * *

A UNIQUE FEATURE.

The annual catalogue of the Albany College of Pharmacy is at hand, and we observe that one unique feature has been added to the curriculum. Recognizing the fact that students generally take

the licensing examination at or near the end of their college course, it is announced that several members of the faculty will hold extra review recitations for the special preparation of candidates who intend to go before the board. The recitations will cover the subjects of pharmaceutical chemistry, toxicology, posology, practical pharmacy, and materia medica and pharmacognosy. Dr. A. B. Huested, a prominent member of the faculty, was for many years president of the State Board of Pharmacy; and he is abundantly qualified to meet the needs of prospective candidates. The belief is confidently expressed "that these recitations will greatly help students through a necessary but trying ordeal."

* * *

THE GILBERT CASES SETTLED.

The wood alcohol cases against the Baltimore jobbing house of Gilbert Bros. & Co. have been settled out of court. It will be recalled that five suits were entered on behalf of persons who claimed that they had been blinded as a result of drinking Jamaica ginger manufactured with wood alcohol. After two or three years of skirmishing one of the suits was brought to trial a couple of months ago. The evidence adduced was so contradictory and confusing in character that the case resulted in a disagreement of the jury; and now all five cases have been taken out of court and settled privately.

* * *

THE SODA DISPENSERS.

An organization of soda-fountain owners has been formed in Chicago to treat with the Soda Dispensers' Union regarding the wage scale. Naturally enough, a considerable portion of the membership is composed of druggists, and a prominent pharmacist, W. H. Gale, is the president. The union scale for soda-water dispensers is $16.00 for "first" men and $14 for "seconds;" while the minimum wage is $12. Ten hours a day is specified, with not more than six hours on Sunday.

* * *

MUTUAL FIRE INSURANCE.

A special committee of the German Apothecaries' Society of Greater New York is arranging plans for the formation of a mutual insurance company which shall extend its benefits not only to the New York druggists, but to those also throughout the country. The purpose is to lessen the insurance rate, which in New York City ranges from 75 cents to a dollar and over. It is thought that a 50-cent rate can safely be given on the New York stores, and perhaps a lower one.

* * *

Last month witnessed the deaths of two prominent pharmacists—Herman O. Frank of Milwaukee, and P. L. Viallon, Sr., of New Orleans. Mr. Viallon was president of the State Board of Pharmacy at the time of his death, and Mr. Frank held the same office in Wisconsin for a period of eight years.

* * *

Dr. Chas. E. Caspari, director of the research and analytical department of the Mallinckrodt Chemical Works, of St. Louis, has been appointed professor of chemistry in the St. Louis College of Pharmacy. Dr. Caspari is the son of Professor Chas. Caspari, the well-known secretary of the A. Ph. A.

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Since the first of January the New York State Board of Pharmacy has examined 314 specimens of drugs collected in stores throughout the State. Of these, 188 have conformed to the requirements, and the remaining 126 have either been deficient in strength, or have contained foreign substances.

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The "Virginia Association of Colored Pharmacists" has been formed in Richmond, Va., for the purpose of "mutual advancement." George A. Thompson of Richmond is president, and the secretary and the treasurer are James E. Jackson of Richmond, and N. T. Pannell of Staunton.

* * *

The Minnesota Retail Drug Clerks' Association has recently issued a neat souvenir comprising, for the most part, the history of the association's develment, together with engravings of the present officers. The booklet is well printed and is most interesting.

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A new buying club is in process of establishment in Brooklyn. W. C. Anderson, ex-president of the N. A. R. D., is one of the moving spirits in the enterprise.

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Effort is being made by the New York College of Pharmacy to raise money sufficient to pay off the mortgage of $125,000 on the college building.

1. The Prescription Department of Mr. Evans's Chestnut Street store.

THE FAMOUS EVANS STORES.

Four Large Pharmacies under One Management—Pictures of Two—The "Gift" Feature—The Novelty of Having China, Bric-a-Brac, and Pictures under the Same Roof with Prescriptions—Drug Department Stores.

On this and the next few pages of the BULLETIN pictures are shown of two of the four drug stores owned and operated in Philadelphia by Mr. George B. Evans. The success of Mr. Evans's drug stores makes evident the value of finding out what the people want and giving it to them.

MR. EVANS'S HISTORY.

After clerking in a drug store for seven years, Mr. Evans saved a thousand dollars and started a small store for himself in 1883, with some help from a friend who is still his partner. He has now four stores in Philadelphia—three in the center of the city—and each of them is the model of an active, businesslike, and helpful store.

Mr. Evans started by being very particular to use only the best possible quality of drugs; and he built up a big business by selling patent medicines at popular prices. Soon he saw that people liked to buy the different "sundries" that are sold in a drug store, and he gradually added to these until his business is now as much in gifts, china, bric-a-brac, pictures, leather goods, and things of that sort as in drugs—although he has the largest retail drug business in Philadelphia, and one of the largest in the country.

In Mr. Evans's advertising and catalogues he has always made it a firm policy to tell the truth about his goods, whether it was for or against the articles. If his 25-cent hair-brush was not a good hair-brush, he told people so. If they wanted a 25-cent hair-brush they bought it of Evans just the same.

BUSINESS METHODS.

He has built up an immense soda business—4000 people a day at one store, on a hot day!—just by serving the best soda for the money. He has built up a good candy business in the same way.

One of the reasons why people like to buy at Evans's is because they feel that if any mistake is made in the buying or selling—whether it is their mistake or Evans's—they can get their money back. This doesn't seem exactly fair, but it makes people glad to buy of the store that deals in that way, and therefore is profitable.

2. The store at Eighth and Arch Streets, showing the main salesroom with its glittering variety of sundries and department-store tables exhibiting such "gift" goods as picture frames, china, and the like. Everywhere are seen cards giving the prices of the goods displayed. Each panel of the handsome metal ceiling has an electric bulb; and when at night these are all lighted the effect is very beautiful indeed.

Another reason why Evans's stores have been successful is because of the great variety and liberality of provision. For example: 15,000 different drugs are carried in stock; 3000 different ready-made medicines; 2000 toilet preparations; 2000 manicure and other toilet articles; 1000 sick-room helps; 1000 articles in leather; 5000 articles in stationery; 3000 articles in china, bisque, cut-glass, etc.; 300 photograph

3. The Chestnut Street store. This is the original and best known of the four Evans stores. All four stories and basement are used. With two exceptions all of the accompanying pictures show interiors of this store.

frames; 250 different kinds of candy; 100 different flavors of soda.

THE FOUR STORES.

These methods, and the shrewd management that goes with them, have built up the little store that started in 1883 at 1106 Chestnut Street to a store using four stories and a basement, 22 by 235 feet, besides two ells on Eleventh Street, each 18 by 90 feet! The Eighth and Arch Streets store is 150 by 40 feet, and is a model of a roomy store where customers may wander at will. The store at 1012 Market Street is 22 by 185 feet, with an additional store

4. The Chestnut Street store. Here are a series of three or four soda fountains extending down the store nearly sixty feet. Often 4000 drinks a day are sold over this counter!

5. The Chestnut Street store. Stairway looking down into an ell leading to Eleventh street. The walls are covered with the "gift" goods which constitute so large a feature of the Evans business.

at the rear, 22 by 80 feet, and occupies four floors and a basement. The store at 2330 North Front Street, situated in a well-to-do manufacturing region, is 32 by 110 feet.

In connection with these stores, Mr. Evans operates a laboratory, comprising four floors and a basement, 20 by 100 feet in dimensions. In this laboratory are made candies, soda flavors, toilet waters, talcum powders, and many other articles used and sold in the Evans drug stores.

This is a wonderful growth in twenty years, for a young man with only a thousand dollars capital

6. The Chestnut Street store. This shows the patent medicine department, situated at the lower end of the store.

7. The Chestnut Street store. The "gift" room on the second floor, reminding one of a typical department in a china store.

and a few years' experience in a very conventional drug store!

DESCRIPTION OF THE CHESTNUT STREET STORE.

All but two of the accompanying illustrations show the Chestnut Street store—the first and best known of the four. The two exceptions—Nos. 2 and 8—are views of the store at Eighth and Arch streets.

Looking at the Chestnut Street views first, we see the building itself in picture No. 3. As we enter the store we are confronted with the magnificent soda fountain shown in picture No. 4. This is really a series of three or four fountains, however, and extends down the store nearly 60 feet. On hot days the counter is thronged all day long with thirsty folk, many of them standing and waiting for a seat. Each customer is given a small platter of crisp biscuits; and, unless objected to, a liberal quantity of shaved ice is invariably put into every drink. This makes the soda very cold, and pleases the majority of customers.

8. The store at Eighth and Arch Streets, showing the magnificent opportunity for window advertising—an opportunity which is made the most of.

On the other side of the store, opposite from this long series of fountains, are the candy and perfumery departments. These are not shown in any of the illustrations. Beyond the soda counter are two ells, 18 by 90 feet in size. The first affords a side entrance from Eleventh Street, and has a stairway leading to the "gift room" on the second floor. Picture No. 5 looks down this stairway and shows a portion of the ell, with its handsomely decorated

walls. The great variety of fancy articles displayed belong, of course, to the "gift" department.

The second ell is just beyond the first one, and is utilized as the drug and prescription department. This is shown in picture No. 1, which is used as the headpiece for this article. The picture shows something novel in the way of a prescription department. Mr. Evans's operations are so large that he is enabled to separate the prescription business entirely, and make what is really a separate feature of it. At the other end of the store, beyond these two ells which have been described, is the patent medicine department shown in picture No. 6.

THE STORE AT EIGHTH AND ARCH STREETS.

Pictures No. 2 and No. 8, as has already been mentioned, show another one of the Evans stores—that situated at Eighth and Arch streets. From picture No. 8 it will be seen that this store has a long line of windows admirably suited to an effective display. That this opportunity is grasped to the fullest extent need hardly be said. The window displays in the Evans stores have become famous.

Finally, picture No. 2—the full-page illustration—shows a general view of the Eighth and Arch streets store as one enters at the front door. This view will strike the average druggist as being something very unlike anything within his experience. There is a bewildering variety of goods displayed which are not ordinarily seen in drug stores; while, on the other hand, those sundries which are familiar to every one are shown in immense quantities.

A SECOND-STORY WINDOW.

Mr. J. Jungmann, of Greater New York, has two drug stores in that city which are very unlike ordinary pharmacies. Both occupy four-story and basement buildings; and both have three floors open to the public for the sale of goods. The first floor in each case is devoted to the commercial aspect of the drug business; the second floor is given up to surgical and sick-room supplies and other articles of a similar nature; while on the third floor is a department for the analysis of urine, sputum, excretions and secretions, drinking-water, milk, foodstuffs, and the like. Each store also has a department for the application of trusses, braces, supporters, and instruments to correct various deformities.

The display shown in the accompanying illustration was recently made in the second story window of one of Mr. Jungmann's stores—that located on Columbus Avenue. It shows an exhibit of nursing and hospital supplies. The view was taken from the platform of an elevated station; and it will be readily understood that the display appealed successfully to thousands of people who oftentimes have an idle two or three minutes while waiting for a train. People are then in a receptive mood.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 289 of the July* BULLETIN.)

MISCELLANEOUS WHYS IN CHEMISTRY.

Why, in titrating phosphoric acid, does it take only one-half as much standard potassium hydroxide solution to get the end reaction when methyl orange is used as an indicator as when phenolphthalein is employed? Phenolphthalein shows a neutral reaction with K_2HPO_4, but alkaline with K_3PO_4, while methyl orange shows neutral with KH_2PO_4 and alkaline with K_2HPO_4.

Why is sodium carbonate used in testing salicylic acid for carbolic acid as an impurity? Sodium carbonate converts salicylic acid into sodium salicylate, which is insoluble in ether. Carbolic acid, remaining unaffected by the sodium salt, can be removed with ether.

Why does sulphuric acid so often contain arsenic? The acid is made largely by roasting iron pyrites, and the arsenic which occurs in the pyrites is volatilized.

Why should sulphuric acid be poured into water, and not water into the acid, in mixing the two? There is less heat and less steam generated, and less danger of accident.

Why does mixing sulphuric acid and water produce heat? It is said to be due to chemical reaction and contraction. Hydrates of sulphuric acid are formed.

Why does sulphuric acid, when dropped on such organic matter as wood, blacken it? The acid abstracts elements of water and leaves carbon.

Why is lead so often an impurity in sulphuric acid? The acid is concentrated in lead vats; a little lead sulphate is formed, which is dissolved by concentrated sulphuric acid, but precipitated when the acid is diluted with water or alcohol.

Why does aromatic sulphuric acid gradually darken on keeping? It is due to the slow reaction of the acid on the aromatics.

Why is charcoal preferred to copper in making sulphurous acid? Theoretically with charcoal none of the acid is wasted, carbon dioxide, sulphur dioxide, and water being formed. With copper some of the acid combines with it to form copper sulphate.

Why should the name of the drug from which the tannic acid comes be incorporated in the title of the acid? Tannic acids from different sources have different properties, as for instance, tannic acid from nutgalls gives a blue-black color with ferric salts, while the acid from oak bark gives a green-black.

Why does the U. S. P. allow as much as 30 per cent of water in hydrous wool-fat? Anhydrous wool-fat is very tough and sticky, and the presence of about 30 per cent of water gives it the proper consistency for an ointment base.

Why should ether be kept away from light and oxygen? It is slowly oxidized, forming hydrogen dioxide, ozone, aldehyde, and acetic and formic acids.

Why is heat produced when alcohol and water are mixed? Chemical reaction and contraction in volume take place.

Why is it better, in making dried alum, to let it thoroughly effloresce at a temperature below 80° C. and then heat it to drive off the remaining water, than it is to heat it to liquefaction first? The product so obtained is lighter, more porous, and less gritty.

Why should the alum not be stirred during heating? Stirring makes it denser.

Why, in making aluminum hydroxide, is it necessary to have a decided excess of sodium carbonate, and why pour the alum solution into the carbonate solution slowly and with constant stirring? In order to decompose all of the aluminum sulphate and have no basic sulphate formed.

Why is sodium carbonate used instead of sodium hydroxide in making aluminum hydroxide? Sodium hydroxide combines with aluminum hydroxide to form a soluble compound, while sodium carbonate does not.

Why does the U. S. P. direct that aluminum hydroxide be dried at a temperature not above 40° C.? A higher heat tends to make it harder and more gritty.

Why does a solution of alum effervesce when mixed with a solution of a carbonate? Alum is itself a little acid and it does not form aluminum carbonate but aluminum hydroxide, liberating carbon dioxide.

Why, in making ammonium benzoate, should the solution of ammonium benzoate be kept alkaline with ammonia during the evaporation of the solution? The salt is easily decomposed by heat, and ammonia tends to prevent the decomposition.

Why does the formation of a yellow color on adding dilute sulphuric acid to ammonium bromide indicate the presence of a bromate, since dilute sulphuric acid does not liberate bromine from ammonium bromide or bromate? Sulphuric acid combines with ammonium, liberating hydrobromic and bromic acids, and these, reacting on each other, liberate bromine from both.

Why does ammonium carbonate become white and opaque on exposure to air? It loses ammonia and carbon dioxide (the carbamate), leaving ammonium bicarbonate.

Why does the U. S. P. direct the use of ammonia water in testing ammonium iodide for bromide and chloride as impurities? If an iodide, bromide, and chloride are all present they are precipitated by silver nitrate as silver compounds. Silver iodide is practically insoluble in ammonia water, while the bromide and chloride are soluble. The iodide can be filtered out, and the adding of nitric acid to the filtrate precipitates the bromide and the chloride.

Why is a slight excess of antimony oxide used in making tartar emetic? So as to neutralize all of the cream of tartar, an excess of which cannot be as readily filtered out as an excess of antimony oxide.

Why is sodium bicarbonate used in estimating tartar emetic? Reaction takes place between the iodine and tartar emetic, forming hydriodic acid, which must be converted into a neutral salt or a reverse reaction takes place.

Why is ammonia used in purifying sulphide of antimony? Ammonia dissolves out the sulphide of arsenic which is often present.

Why does magnesium carbonate vary in density? The heavy salt is made by mixing hot concentrated solutions of magnesium sulphate and sodium carbonate, and the light salt by mixing cold dilute solutions.

Why does heat aid in the precipitation of magnesium carbonate from a mixture of the solutions of magnesium sulphate and sodium carbonate? Heat drives off the carbon dioxide, which otherwise remains and holds some of the magnesium as the bicarbonate.

(*To be continued.*)

THE IODOMETRIC ESTIMATION OF FORMALDEHYDE.

By FRANK O. TAYLOR.

In the *Pharmaceutical Review*, 21, 5, L. Reuter publishes a review of several methods for the estimation of formaldehyde in concentrated solutions.

The method involving the precipitation of hexamethylamine is only fairly reliable as the author states, and the iodometric estimation is much the more accurate as well as rapid and easy of application. The method as given by Mr. Reuter is the same as originally published, but the quantities of formaldehyde and reagents used are unnecessarily large and cumbersome, and the determination of the specific gravity and the calculation thus entailed may be avoided. The modified Romijn method is as follows:

From a weighing bottle, consisting of a small Erlenmeyer flask fitted with a perforated rubber stopper through which passes a dropper, and containing about 25 or 30 Cc. of the formaldehyde solution, weigh out accurately about 10 grammes of the solution into a stoppered 500 Cc. flask and fill this to the mark with distilled water. For titration remove 5 Cc. of this solution, corresponding to 0.01 gramme of the weighed quantity of formaldehyde, and put into a 200 Cc. Erlenmeyer flask. Into another flask put 5 Cc. of water for a blank titration. To both now add 20 Cc. of normal NaOH and then 20 Cc. of an approximately N/5 iodine solution, whose exact strength need not be known, and let stand for five or ten minutes for the entire completion of the reaction:

$$CH_2O + 2I + 3NaOH = 2NaI + CHOONa + 2H_2O$$

Now add 25 Cc. of normal H_2SO_4 and titrate the liberated excess of iodine with N/10 $Na_2S_2O_3$. The difference between the cubic centimeter of thiosulphate used on the assay and the cubic centimeter of the blank is the number of cubic centimeters of N/10

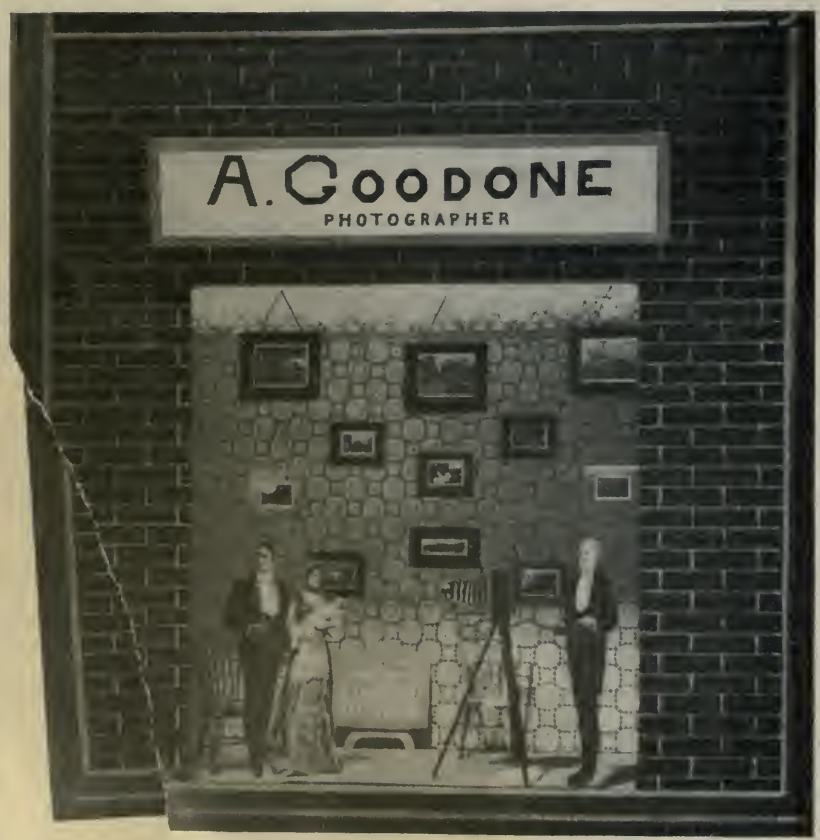
iodine consumed by the formaldehyde. Each cubic centimeter of N/10 iodine so used equals 0.0015 gramme of CH_2O. By some inadvertence the article previously referred to states that each cubic centimeter of N/5 iodine equals 0.0015 gramme of CH_2O. The quantities of alkali and acid added need not be measured accurately; an excess in each case is all that is required, and they take no part in the calculation. The iodine solution must, however, be measured as accurately as possible from a burette, as any variation in measuring an N/5 solution will make decidedly perceptible changes in the result obtained.

By this method the taking of the specific gravity is avoided: the standardization of an N/5 iodine, which would have to be made frequently if much used, is rendered unnecessary; much smaller amounts of reagents may be used, and the process is made more rapid.

Scientific Laboratory of Parke, Davis & Co., Detroit, Mich.

A PHOTOGRAPHIC WINDOW.

This display is contributed by Mr. W. H. Watson, of Henderson, Ky. It is self-explanatory, and therefore needs very little by way of comment. The design was to show a miniature photograph gallery. The brick effect was secured a painted canvas. Through an open section of the brick wall is shown the photograph gallery itself. Wall-paper constitutes the background, and on are hung the pictures which are so liberally furnished by the various camera manufacturers. The figures in the display were cut from patent medicine advertisements, and will doubtless be recognized by druggists everywhere. The idea is rather ingenious, and Mr. Watson assures us that the window proved very attractive. This is the season of the year when it might be tried by others.



AROUND THE CAMP-FIRE.

Another Batch of Yarns from Bulletin Readers—Two "Put-up Jobs" that Suggest "M. Quad"—A New Method of Using Suppositories—A Substitution Incident—Two Grains Instead of Half a Grain of Morphine Meconate.

THE SMART CLERK AND THE INNOCENT DRUGGIST.

These two yarns sound very much like the ones "M. Quad" spins for the delectation of druggists and others; they emanate, however, from a reader who calls himself "Nuvita":

The camp-fire department seems to be a place for everybody to confess his errors and misdeeds. We are not at present going to confess any of our own sins, however, but have a story to tell on a brother druggist, the truth of which we can vouch for.

This individual is the owner of several drug stores, one of which is located in a rather new town in the West. Competition is so fierce in this town that should your competitor call in and chance to be left alone for a few minutes back of your prescription case, he would be as likely to empty the strychnine bottle into the quinine container as anything else, just to be neighborly, don't you know. Well, this man has a very smart clerk in charge of this particular store; and when the druggist across the way, who was new to the business, got in his first stock of drugs, and asked the clerk for the best way to clean out some new bottles that were quite badly smoked and dirty, he was told to put about a teaspoonful of benzoin in each one, fill it with water, let it stand half an hour, and then rinse it out. He did as he was told. The result can be imagined! When he showed the clerk one of the bottles, the latter innocently replied: "I told you to use benzine, not benzoin."

This same victim bought a fine new soda fountain costing $600. He did not know how to start in, so asked the friendly clerk to help him out again. He cheerfully consented, and mixed up the syrup and flavors, putting in each a sufficient quantity of oleum tiglii to produce swift results. Of course the fountain was "jonahed" for all time in that town. The smart clerk said there must be something wrong with the *pipes*, and bought the outfit himself after a time for $75. He intends moving it to another town and going into business for himself. No doubt he will succeed.

SHE SWALLOWED THEM!

This amusing incident is recalled by Ben L. Bear, of Phoenix, Arizona:

I read your cherished BULLETIN through every time I get a copy, and especially so the "Around the Camp-fire." I want to get in my choice of funny happenings while it lasts.

While I was in California conducting a pill-pushing business, a lady customer living near my store brought in a prescription for vaginal suppositories and left it to be filled. After it had been delivered, the husband came running into the store excitedly and said: "You have made a mistake." Well, I found from his description of his wife's trouble with the medicine that she had been trying to *swallow* the suppositories! But with all my reasoning, it proved of no avail to him, so my last resort was to turn him over to his doctor. Before he could reach the doctor's office I had telephoned him to be ready for the scene. The rest you can imagine.

They always wore a smile when meeting me afterwards!

"JUST AS GOOD."

E. C. Gilbert, of Rushford, N. Y., relates a case of unintentional substitution:

In my early days I was associated with a practicing physician who turned the business nearly all over to me, paying but little attention to the store. Our clerk was away one afternoon, and I left the doctor to attend the store while I was at supper. On my return I found the wrapper from a bottle of "safe rheumatic cure" on the floor.

I reasoned in this way: Mr. O., one of our best patent medicine customers, had been in, called for a bottle of "safe kidney and liver cure," and the doctor had given him a bottle of the rheumatic remedy instead. Mr. O. always tore the wrapper off and asked us to pull the cork; and I knew we did not have any of the kidney cure in stock. It was easy for the doctor to make the error, as the wrappers are very much alike, and he did not know we were out of the kidney cure.

But I said nothing and waited for results.

In about a week Mr. O. came in with the rheumatic bottle containing about two ounces of the medicine and said:

"Dr. S., I called for a bottle of 'safe kidney and liver cure' and you gave me the 'rheumatic cure.'"

The doctor adjusted his eyeglasses, looked at the bottle, and replied: "Did you just as much good, didn't it?"

"Well," said Mr. O., "I did not discover it until my wife asked me if I had changed my medicine, or I would not have known it."

This proves that a rheumatic remedy is "just as good" as a kidney and liver cure, and I don't know but it might be used with general success in female troubles. The imagination is all powerful!

TWO DISPENSING ERRORS.

"B. S." tells of two mistakes which fortunately caused no harm:

During my earliest years in the drug business I was located next door to a butcher shop. Through the natural means young folks have of becoming acquainted with near neighbors, I soon became intimate with the butcher's boy. This friendship, which often expressed itself in considerable joking, gave me the chance of making a mistake which, while it injured no one, and while I believe no one knows it, even to this day, has caused me to do considerable thinking when time has hung a little heavy on my hands.

The boy in question asked for five cents' worth of powdered mace one day to put in sausage meat as a spice. On a shelf, side by side, stood two half-gallon bottles, one containing whole mace, and the other "powd. myrica." On the instant I reasoned that the *whole* and *powdered* mace naturally should stand side and side. So I gave the "powd. myrica" to the boy. About ten minutes he came back and asked if I was sure I had given him mace; he had used it and could get no odor from it. I had already discovered my mistake, and no one but I knew it, so I am afraid I lied to him outright. He thought perhaps he hadn't used enough and that he had better take five cents' worth more, which I hastily gave him out of the proper bottle.

Another experience befell me which fortunately did not involve the patient, and which has been a strong argument in favor of caution and the double checking of prescriptions. A prescription had been received by the prescription clerk and had been prepared and was ready to check. Among other items indicated was one-half grain of bimeconate of morphine. The quantity was to be divided into twelve powders. The writing was poor; the one-half grain sign was written in figures instead of letters; and the mistake was made of believing that two grains were called for instead. While the prescription was being checked it was discovered that there were only ten powders prepared instead of twelve. The work was checked by the proprietor, a man of much more experience than the dispenser, and yet the two grains were overlooked!

When ready the second time the prescription was checked by the manager, who discovered too much ginger in the prescription. The dispenser by this time was getting very much "worked up" towards a nervous shock. *No one* had yet discovered the two grains of bimeconate of morphine! A third time did the dispenser try to put up the prescription, and everything was then checked as being all right. The mixture was handed to the person in waiting, but by the time it had been carried to the outside of the store the error in quantity was discovered. "Stop! get that prescription," yelled the dispenser. All the previous nervous strain was as naught in comparison with the new tension on the dispenser's nerves.

The coveted package was secured without exciting much curiosity on the part of the messenger. The powders were thrown away and put up entirely anew for the fourth time.

What a relief there was to that dispenser when all was finally made right and the prescription sent to its destination.

A CURE FOR FEMALE TROUBLE.

This comes from a clerk in an Allegheny, Pa., store—A. J. Stuebner:

As you desire some genuine facts for your campfire tales I will relate one which you may find of interest to the readers of the BULLETIN. Some time ago two exceedingly black negroes, apparently brothers, came into the store in which I am employed, and one of them asked: "Do you keep Pinkham's Compounds?" I replied "yes," and he said, "Is it good for female troubles?"

Having a great deal of faith in it myself, I assured him that it was the best remedy that I knew of. He then asked for a bottle. After taking it from the shelf, and just before I was ready to wrap it up, the negro noticed it, and very much to my surprise, exclaimed: "I've taken that stuff—it's no good!" I asked him why he was taking it, and he said to cure female trouble!

Well, it did not take me long to convince him that what he had went under quite another name ordinarily. I had no difficulty in selling him something which is supposed to curtail the operations of the festive gonococcus.

SHE TOOK THE LINIMENT.

The following incident is contributed by "D. F.," and it shows how an accident sometimes makes a man famous:

As we were about to close the store one evening, a stout woman rushed in and begged me to relieve a terrible pain in her stomach. She told me in a very pathetic way that she had from time to time consulted a number of physicians, and that none of them had understood her case or had been able to relieve her in the least. At this I wrote a prescription calling for a mixture of rhubarb and soda, and another for turpentine liniment. I told her to come back again after she had tried these remedies. Days went by; she did not return; and all memory of her nearly faded away. But before long she turned up again. She declared that the medicine I had given her was very disagreeable to take. The smell of turpentine "had almost killed her," while the liniment had made her skin brown. Nevertheless, the medicine was good, she said, and was the best she had ever taken. "It touched the spot, doctor; after taking it I passed a tapeworm ten feet long! You are the finest doctor I ever had, and I am going to have the fact mentioned in the newspapers, too."

Of course, this was all very delightful, and I invited her into the office in order to learn all the particulars of the case. To make the story short, I found that she had taken the turpentine liniment internally, and had rubbed herself with the mixture of rhubarb and soda! The turpentine had acted as an anthelmintic, and had done the business!

THE THEORY AND PRACTICE OF PERFUMERY.

Serviceable Information Concerning the Manufacture of Odors by the Pharmacist—The Cardinal Importance of Using Good Material—Formula Evolved by a Druggist—Books on the Subject.

By PROF. L. E. SAYRE.*

We have no knowledge of any sweeping generalities which one is inclined to adopt as *theories* regarding the art of perfumery. It is mostly practice that interests the manufacturer, dealer, and consumer. But to know what one does and why he does it is after all theory. Therefore it is not out of place to assume that one can with appropriateness speak of the theory as well as the practice of perfumery.

THE SECRET OF SUCCESS—USE THE BEST MATERIAL!

There is one fact (theory, if you please) which must always be borne in mind in making perfumery. Quality of material is an essential factor in the manufacture of agreeable odors. Purity of every ingredient is necessary, whether it be the solvent alcohol or the essential oil or odor dissolved in it. The old name of pure odoriferous substances, "quintessence" (the Turkish word is "attar"), is suggestive. Each fragrant substance yields an essential odor peculiar to itself. This quintessence is in many cases very delicate and easily killed. The delicate odor of some of the flower petals, for example, must be caught while the petal still lives, so to speak. The process of degeneration soon begins after the flower ceases to breathe, and the odor is gone. To know how to keep alive, in compounding, these very delicate odors, not to drown them, nor kill them, but to bring them out gracefully, well supported by other odors, is an art in itself. It requires the skill of the musician, the poet, the painter. Not all perfumers possess this. Many druggists with good olfactories, and some other well developed cranial nerves, do and can possess the skill.

We have been told in a recent communication that the perfume formulæ encountered in current literature are almost worthless, having been prepared by men who are out of date or ignorant of the subject on which they presume to write. The writer must confess that he belongs to this class, but he has never posed as a perfumer. The subject—as a sort of "side line"—has furnished many a pleasant hour of study and experiment. He pleads innocent of having contributed any formulæ, but feels inclined to defend those who have. He has more than once found the fault to lie, not in the formula, but in the total disregard for the theory above mentioned, that relating to the purity of ingredients.

We recall a very forcible illustration of this: A pharmacist, quite inexperienced in judging of the

*See note on Professor Sayre in the "Personal" column elsewhere in this issue of the BULLETIN.—THE EDITORS.

quality of oils, obtained a "valuable receipt" for making Farina cologne. He made up the liquid strictly according to directions as to quantities and variety of ingredients, but the product was almost atrocious. Of course the recipe was blamed, but on investigation it was proved that the oils of lavender and orange, owing to their inferiority, were the principal cause of the difficulty. The terebinthinate products (or other products of degeneration) contained in the two oils mentioned were sufficient to "kill" the delicate odor of neroli and the suggestion of rose, intended to be in the finished cologne.

A FORMULA.

A short time ago we had occasion to admire a superior article which seemed to be a handkerchief extract but was in reality what might be called a concentrated cologne. The formula was kindly furnished by the friend who was enjoying large sales of the product. The formula reads as follows:

Extract of jockey club	4 fluidounces.
Extract of white rose	4 fluidounces.
Tincture of musk	1 fluidounce.
Fluid extract of orris	½ fluidounce.
Tincture of benzoin (opt.)	½ fluidounce.
Rose leaves	1 ounce.
Cologne spirits, sufficient quantity to make 1 quart.	

Macerate for six weeks and filter.

It is unnecessary to say that almost any number of varieties of odor can be made by following this formula. If choice tears (perfectly transparent) of benzoin be selected in making the tincture, an excellent quality of orris for making the fluid extract, a fine quality of musk for making the tincture, a fine grade of the extracts of jockey club and white rose be used, and finally a rose leaf that has not lost its delicate odor be selected, an agreeable odor will doubtless result, though it is almost impossible to make two batches precisely alike on account of the variability of some of the ingredients. But a skilled perfumer will know how to "tone up" the final product by compensating for the variability of any one or several of the ingredients.

THE ART OF BLENDING ODORS.

This is the art of the perfumer. The perfumer should know how to blend different odors to produce given results. This art reaches its highest point when such odors as rose, orange, acacia, violet, jasmine, tuberose, and jonquil are dealt with. It is remarkable that these flowers and their extracts yield perfumes which, either separate or mixed in proper proportions, are the types of nearly all the delicate fragrances from the flower petal. When jasmine and orange are blended properly the perfume of the sweet pea is suggested. When jasmine and tuberose are mixed in proper proportions and allowed to stand for some time the perfume of the hyacinth is developed. The violet and the tuberose blended together bring into existence the odor of the lily-of-the-valley. Indeed, all the bouquets and nosegays whose fragrance gives delight are imitated on this principle of blending, which cannot, however, be reduced to an exact science. Each operator must for himself experiment and construct his own receipt after using as a basis published formulas which he should have at his command.

One of the writers on perfumery says: "To insure success in this business there are requisite talent, great activity, and considerable capital." This may be true of those who would make a business of the manufacture of the basic materials for the perfumer's supplies, but to-day any druggist can practice the art of blending odors, and with some success, if he have a good perfume "nose" and a liking for the art. When one sees the exquisite labels printed by the larger printing houses, the concentrated flower oils, the various perfume bases, and the handsome perfume bottles on the market, it is no wonder that many are tempted into this field, if for no other reason than as a recreation. When it becomes such it almost invariably is profitable. But one who has to depend solely on a "receipt" or a book of formulæ is apt to find neither recreation nor profit.

THE QUESTION OF STANDARDS.

A word about standards for elegance in perfumes. There are none! As Professor Scoville has said with regard to flavoring extracts (*American Journal of Pharmacy,* April, 1903, p. 151) so we may say of perfumes: It depends upon the taste largely what the standard is, and taste is not stationary; it is improved by cultivation and ruined by overindulgence, just as the appetite is apt to become squeamish by overfeeding. The standard of excellence in perfumes, for a woman of lovable nature, say, is violet; heliotrope is said to be the standard for the dainty and unassuming; lavender is admired by the sterner natures; lily-of-the-valley by the obstinate and imaginative; strong perfumes of the musk order for the lower and coarser natures. How to please every variety of taste is more of a study than appears on the surface. Experience is the best teacher. We

know of no better way to gain experience than to provide oneself with proper literature and formulæ as a working basis, and then experiment!

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*Figures indicate the dates of publication.

METHODS OF ADMINISTERING CASTOR OIL.

By GEORGE W. HAGUE, Ph.C.

By becoming expert mixers of castor oil, pharmacists can bring many dimes into their cash registers. It is a very easy matter to establish a local reputation in the neighborhood for producing palatable concoctions of this substance, and materially to increase one's business in it. There is a handsome profit in doses of this nature, and there is no reason why the trade should not be cultivated. The great fault with most druggists is that they only know one method of administration. Several methods are necessary, since the tastes of different people differ. Moreover, sometimes the oil is to be taken at once in the store; sometimes it is to be taken home for others; and sometimes it is to be used for a child.

1. Put about 1½ ounces of cinnamon water in a glass; on this pour 1 ounce of castor oil; on the oil put 20 to 30 drops of compound tincture of cardamom, and then hand the mixture over to the customer to be drunk. The compound tincture of cardamom is the first thing tasted. It leaves an aromatic taste in the mouth, so that the oil itself cannot be tasted. Lastly comes the cinnamon water, and this washes the oil down and leaves a pleasant flavor in the mouth.

2. Mix the oil with two parts of molasses and warm slightly.

3. Draw a glass of sarsaparilla soda, using the fine stream from the fountain; and then pour in the oil. The oil will lie between the soda water and the foam, and will not come in contact with the glass. Neither will it soil the glass so that it will be difficult to wash.

4. Mix the oil with an equal portion of brandy. This will partly "cut" it and will so "bite" the tongue that the oil cannot be tasted. This is Professor Rusby's method.

5. Draw a glass of soda as in process No. 3, pouring in the oil as there directed; then pour the whole into a strong bottle, cork it quickly, and secure the cork by means of strong twine.

6. Make a 50-per-cent emulsion with mucilage of acacia and flavor with oils of cinnamon and peppermint.

7. Place a few grains of sodium bicarbonate and tartaric acid in a glass; pour in the oil; pour in an equal amount also of the mixed syrups of raspberry and sarsaparilla; beat the mixture up until it foams, and then dispense it.

8. Give the castor oil alone in its plain state. By first placing a strong peppermint lozenge in the mouth, and holding it there for a few minutes, the oil can be drunk without discomfort. It can then be followed by another lozenge, kept in the mouth as long as may be desirable.

For general use in the store I find method No. 1 the best. The dose is readily mixed and cannot be tasted.

For children there is no better method than No. 2.

When the customer finds the very appearance of the oil nauseating and does not wish to see it at all in taking it, method No. 3 is the best.

When the customer desires to take the oil home for another patient processes Nos. 5 and 7 are to be preferred.

Patients with weak stomachs had best be given mixtures Nos. 1 and 4.

Let me say in conclusion that I have had such success with the administration of castor oil that many physicians regularly send their patients to our store for the purpose.

A UNIQUE DISPLAY OF TALCUM POWDER.

In the accompanying illustration is shown a very unique display contributed to the BULLETIN by Mr. A. J. Rossbacher, with A. R. Otis, of Kendallville, Ind. The central feature of the display was an air-ship labeled "Otis," which could be seen sailing over the mountains and waters, while below was a sign telling spectators that it was unnecessary for them to go up in an air-ship to keep cool. The same relief would be secured by using Otis's violet talcum powder!

The boxes of talcum powder, as may be seen from the illustration, were arranged on a white porch constructed in the window. The steps were made from wood, and painted white with alabastine. The pillars above were constructed of strawboard and painted white. The background of mountains and water, seen through the opening, was painted on cloth or canvas. The air-ship itself was made from wood, hollowed out and painted white. The basket below the ship was of white pasteboard, with red window sashes; and the windows were of gelatin, with one stripe of red in the middle. The propeller was made of tin, and so constructed that it would revolve both backwards and forwards from a draught secured through the operation of a small electric fan at one side of the window. The air-ship was suspended from a belt above by two invisible wires. This belt was, in turn, operated by a water motor set under the window floor in the manner shown in the accompanying diagram. Of course one may do without this feature of the display if he chooses, and simply keep the ship quiet. But a much more realistic effect is secured in the manner described.

The sides and bottom of the window were puffed with pink cheese-cloth; and, to give more color, pots of "wandering jew" were placed at each end of the wall. Violet-colored boxes of the talcum powder were displayed on the steps, and altogether the color harmony was very pleasing.

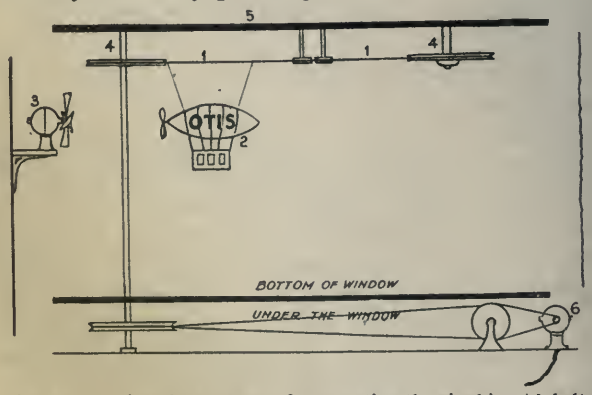


Diagram showing the apparatus for operating the air-ship: (1) belt for air-ship; (2) air-ship; (3) electric fan; (4) pulleys for belt; (5) top board; (6) water motor.

BOWSER GETS AFTER THE DRUGGIST.

Carries on an Unending War with Him—Determines He will Humble Him—Warns Him of a Terrible Fate if He Makes a Mistake in Compounding.*

By "M. QUAD."

There are occasions when Mr. Bowser saunters into the shop of his family butcher to inform the man of meat and bone that he doesn't know his business, and ought to go to work in a sawmill, and the butcher bristles up and demands to know:

"What do you know about this business? I might as well advise you to go driving an ice wagon."

Then they have it hot and heavy for a quarter of an hour. Mr. Bowser insists that the butcher does not know how to cut up a hind quarter, and the butcher retorts that Bowser never had a cook who knew the difference between a porterhouse steak and a veal cutlet. Bowser walks out of the shop declaring that he will never buy another pound of meat from any such carpenter, and the butcher calls after him that he can go to Texas with his custom.

In a day or two, however, all is peace and harmony again, and the amount of bone with the steak is a little larger. It is the same with Mr. Bowser's laundry, his cobbler, and his grocer. If he didn't stir them up once in awhile, he wouldn't be Bowser. His family druggist is by no means forgotten as he makes his round. When the man first came into the neighborhood Mr. Bowser took an early opportunity to call and remark:

HE ADVISES THE DRUGGIST.

"You are supposed to know your business as a druggist, and I hope you do. This is no neighborhood for a man who puts up arsenic for quinine. You'd better turn a hundred prescriptions away than make one blunder."

"I think I can run this business," remarked the druggist with all proper dignity.

"Well, perhaps you can, but it will be well to keep your eyes open. I shall trade with you more or less, and if you make a blunder with me you'll find a man who'll follow you to your grave."

"You might take your custom elsewhere."

"But I don't propose to. This is a drug store, and you are supposed to be a druggist. I shall get what I want in the drug line right here. Only, as I remarked before, don't try to put up prescriptions and compose poetry at the same time."

That was an introduction. The druggist decided that Mr. Bowser was an old crank, and that the less he saw of him the better, and Mr. Bowser decided that the druggist needed to be taken down a few pegs. There was another drug store only a block away, but he would do all his buying at this one out of spite. It wasn't three days before he felt aguish and wanted some quinine, and he dropped in to say:

HE ORDERS QUININE.

"If you think you can put up a quarter's worth of two-grain quinine capsules, go ahead and do it, but don't ring in morphine or strychnine on me."

"I'll be hanged if I do!" he shouted, as he pounded on the counter.

"For fear of mistakes, you'd better go elsewhere," replied the druggist.

"I'll be hanged if I do!" shouted Mr. Bowser, as he pounded on the counter. "You are either a druggist or not a druggist. You either know enough to put up quinine capsules or you don't. I stand on my rights."

Mr. Bowser had been determined to humble that

*The Chicago *Daily News*.

druggist or perish in the attempt, and the druggist had been determined to maintain his independence if his sales fell off to a pound of camphor balls per week. On occasions Mr. Bowser had dropped in for a gargle or a cough mixture, and as he received the bottle he would shake his head and soberly remark:

"May possibly be all right, but I dunno—I dunno. You were gawping all around the store as you put it up, and it's only one chance in a thousand that you haven't worked something else in it."

"Then you'd better leave it," the druggist would reply.

"I'll do nothing of the kind. If this turns out to be a blunder, up you go to a lamp post."

Sometimes the druggist would hear nothing further of the mixture for a week, but on other occasions his night bell would be rung furiously at midnight, and upon rushing down stairs he would find Mr. Bowser and be greeted with:

ALMOST IN CONVULSIONS.

"I told you you'd mixed poison with that cough syrup. You did! I have taken two doses of it and am almost in convulsions! If I don't have you dangling from a lamp post before you are an hour older, then my name isn't Bowser."

Then Bowser would rush off and leave the druggist to sweat and swear through the rest of the night, and he'd hear no more of the case for two or three days. It was at such times that Mr. Bowser had the best of it, but the druggist never failed to come back at him. If Bowser dropped in when there were three or four other people present, he'd be publicly saluted with:

"Good evening, Mr. Bowser, good evening. Just wait a minute and I'll get that hair-dye for you. I've also got a new supply of your complexion powder. If you were only a widower, now, you would not look a day over 60."

Then Mr. Bowser would turn forty kinds of red and white and swear in the whispered language of every nation on earth, and one had only to observe him to decide that the druggist had the better of it.

JUST TO PICK A FUSS.

Fifty different times Mr. Bowser has entered the drug store with no other reason than to pick a fuss. His custom on such occasions is to walk up and down the store for three or four minutes, and then suddenly turn on the druggist with:

"Well, how many men, women and children have you poisoned to-day?"

"None of your business."

"Perhaps not; but if you ever poison one of my family it'll be some of my business, and don't you forget it."

"If the family numbered one less it would be a good thing for this neighborhood."

"And there will be one less druggist above ground if you don't learn the difference between paregoric and laudanum."

NO TRUCE BETWEEN THEM.

Mrs. Bowser has talked and argued, but it has done no good. Mr. Bowser is a man who never gives up, and the druggist has an iron jaw. In most wars there is a truce or a rest now and then, but there is no let up in this. Neither of the men ever goes into winter quarters. A week ago a mutual friend conceived the idea of bridging the chasm, and he called upon Mr. Bowser first. He had begun

"Just wait a minute and I'll get that hair-dye for you!"

to tell him that it was his duty as a leading citizen of the neighborhood to meet advances half-way, when he was interrupted with:

"Say no more; not another word. That man is too independent and has got to be humbled. I'll make him come to time if it takes me ten years. Aye, I'll bring him low or perish in the attempt."

It was hoped to find the druggist more reasonable, but disappointment awaited the would-be mediator. He had only mentioned the name of Bowser, when the druggist held up his hands and shouted:

"Never! Never! That man Bowser is an old crank and a durned mean man, and I'll make him get down and chew gum if it takes 100 years to do it."

SELECTIONS.

TRIALS OF THE NIGHT CLERK.

During the time of the Pan-American Exposition my family all went to Buffalo to see the sights and visit a few weeks with relatives. While they were absent I slept in the store, and my experience as night clerk convinced me that, as a general thing, night clerks are not needed. I was called up many times, almost always for something trivial, or that could just as well have waited until morning. One night's adventures will answer for all and show that night clerks are not necessary adjuncts.

It was a hot night in August. I kept open until about midnight, and then, hot, tired, and worn-out, I closed the store, went to the sleeping-room, took a sponge bath, and lay down for much needed rest. About one o'clock the jangle of the night-bell roused me from a doze, and slipping my feet into my slippers I slipped down to the front door, where I found a friend from the postoffice, across the street, with a prescription, the directions being, "a teaspoonful before each meal"—so you see that could easily have waited until morning.

I went back to bed, but not to sleep, for before sleep came there was another fierce pull at the bell, and I went to the door. There stood a woman with a cream pitcher in hand. I was clothed only in a nightshirt and mine innocency, and I had my doubts; so before opening the door I asked:

"What do you want?"

"Oopen th' dure; oopen th' dure," was the reply, the rich brogue indicating the nationality of my would-be customer.

"What is it you wish, Madam?" again I asked.

"Oopen th' dure I tell ye; it's important. *Oopen th' dure to wanst.*"

I opened the door and in she came.

"Gimme foive cints wort' ov your best fwishkey," said she.

"Is it for sickness, Madam?" I asked.

"Phat's that to yez?" said she. "Gimme foive cints wort' ov fwishkey; Oi hev the money to pay for't," at the same time shaking the cream pitcher which contained a nickel.

I caught a whiff of her breath—distillery odor—and said, "Madam, you will get no whiskey here."

"Ye'll not sell it to me?"

"No, Madam, I will not; and please go out as I wish to go to bed."

She raised the pitcher and looked as though she were going to strike me, but seeming to think better of it, she screamed out: "Oi'll be 'round in th' mornin', young man, an' inform yer boss," and went out of the store.

Again I went to bed, only to be aroused by a vicious ring of the bell. This time a man wanted a porous plaster. A nice thing to ring a man up for at 2.30 A.M.! Once more I tried to "woo the balmy," but just as my troubled soul was gliding into the land of dreams the bell received another pull, and I hastily hurried to the store door, to find a man who desired to purchase some rubber goods. I most positively refused to sell him, and gave him my blessing for waking me at that time of night.

The last disturber of my peaceful (?) slumbers was a regular customer, a young business man, who rang the bell, banged the window shutters, and yelled, "Oh! Doc," many times, with voice like a megaphone. Finally I got up to find that he wanted a postage-stamp. "Must get a letter off on the 4.15 train; willing to pay fifty cents or a dollar for the trouble; letter is on business, and will be worth $100 if it gets there on time."

That ended it.

I have not had a night clerk since.—J. R. PERRY in the *Southern Drug Journal.*

WATCH IT!

There is one place for needed reform in many drug stores, especially in the smaller towns, and that is in the manner of stock-keeping. There are too many druggists who are not judicious buyers; there are many more who regard it their privilege to sell any article that is in stock no matter how long it may have been there. Some will hand out packages of pressed herbs which have been bored full of holes by worms. Some will dispense in mixtures salts which have deliquesced and turned into liquid form; some will sell essential oils which have taken on the odor and appearance of turpentine; plasters which bear revenue stamps of 1862 will be handed out, and the seller gloat over the fancy that he has got rid of a "sticker" which has long since lost its ability to stick to anything but the old stock department of the store. These are samples. Most druggists know all about this kind of stuff. Every such sale is to the disadvantage of any man who expects to continue in business for any length of time in one location. "Be sure your sin will find you out" is applicable to every druggist who permits any article to go out from his establishment which is not as fresh, pure, and reliable as it is possible for him to procure it.

Very few stocks are as hard to preserve as drug

stocks. A large percentage of the items in every drug store are perishable. Tinctures and fluid extracts will precipitate or gelatinize; chemicals are affected by light and atmosphere; plasters will lose their elasticity; pills and solid extracts will become hard; ointments and cerates will grow rancid; powdered drugs and herbs will become wormy or moldy; rubber goods will grow hard and worthless; and so along the line of almost every branch of a drug stock. What then is the remedy? Is every substance that has lost its first estate to be discarded? If so, where is the profit to come from out of the entire business? Here is the field for the exercise of those qualities which go so far to make the successful pharmacist.

The percentage of profit on druggists' wares has long been the theme of common ridicule. Many druggists have become sensitive over such comment and hesitate to exact the portion of profit on their sales which the proper conduct of their business requires.

Added to this timidity is the keen competition often from reckless and unscrupulous men who may for a time prosper at the apparent expense of their more conscientious neighbors. But who ever knew of a poor or dishonest pharmacist permanently damaging a competent and honest one? A druggist must make large profits if he keeps his stock in prime order and sells only the best articles which are fresh and clean, otherwise he is doomed to ultimate failure. Let him buy only in such quantities as are absolutely necessary to meet the demands of his business. The numerous jobbing houses and the modern methods of rapid transit enable him to secure supplies in a very brief space of time. Better pay a higher price for small quantities, and express charges when necessary, than to accumulate a lot of stuff which in a few months is utterly worthless.

To be a good stock-keeper requires a degree of alertness which is often lacking in pharmacists who in other respects are competent men.—Editorial in the *Midland Druggist*.

MR. AND MRS. HOGG, OF BELFAST, IRELAND.—Regular readers of the BULLETIN will doubtless recall an interesting article which appeared in the issue of April, 1902, describing and illustrating the pharmacy of Samuel Hogg, Ph.C., of Belfast, Ireland. After building up a fine professional business, Mr. Hogg recently decided to branch out in another direction, and he has accordingly been joined in the holy bonds of matrimony to the very attractive lady shown in the foregoing illustration. The BULLETIN'S heartiest felicitations are extended to Mr. and Mrs. Hogg!

THE IMPORTANCE OF CREDIT.

[NOTE BY THE EDITORS.—The following paragraphs are reprinted from an exceedingly interesting and suggestive article contributed to *Success* by Mr. Chas. F. Clark, president of the Bradstreet agency.]

The structure of society is based on confidence. We could have no civilization were it not for the fact that millions of men in the past were deemed worthy of credit by their fellow men, and there could be no further progress were it not for the fact that a great number of men of to-day inspire confidence on the part of others.

These are obvious truths, yet in forty years of close study of the business men of this country and their enterprises I have seen thousands go down in ruin because they did not realize them with sufficient clearness. To-day there are many who lack a true appreciation of the importance of the confidence of their fellows who are not concentrating their energies upon its cultivation with sufficient force and firmness, and for whom, on this account, disaster is looming up ahead. There are numerous young business men who, being possessed of the vanity that is the heritage of human nature, are more anxious to acquire reputations for shrewdness than for the strictest fair dealing. But they are not shrewd if they do not continually strive to establish themselves firmly in the esteem of those with whom they come in contact. So established, they are prepared to weather the storms that come in the career of nearly every business man that would otherwise certainly wreck him, as they have wrecked thousands whose business structures have been reared on less firm foundations.

I should like to say, as strongly as possible, to every young business man, that one of the chief aims of his daily work should be the strengthening of his credit. Good intentions alone do not make good credit. These intentions must be coupled with ability

to carry them out. . . . Good credit is based on general character and special ability. A young man cannot expect to possess, at the outset of his career, the financial position and ability that would give him a high commercial rating; but he can have the character, and he must have it to build up his commercial credit and become even a moderately successful business man. . . .

In gathering the information about a man that is to be the basis of his rating, the Bradstreet reporters do not take cognizance alone of the extent of his business and the amount of his income. While these are matters of prime importance, they are by no means all. It is essential that attention be given to some extent to the man himself, his general character, present habits, and past record. . . .

The Bradstreet agency was started in 1849 by J. M. Bradstreet, who in his new venture had considerably more to contend with than have most young business men. He lived in Cincinnati when the idea of a commercial agency, the first one in the world, came to him. He had been made receiver for a defunct dry goods house, and his work in this connection gave him an insight into the financial standing of the other houses in Cincinnati in the same line of business. He thought that this information would be valuable to wholesale merchants in New York who were doing business with these houses, and he went to the metropolis and entered into an arrangement with some of the wholesalers to keep them informed as to the responsibility of the Western buyers. . . .

In those days the merchant who wanted to buy goods in New York, and who was not well known to the wholesalers, would obtain, before starting on his journey to the metropolis, letters from his clergyman, who could attest to the fervor of his religious feeling; from the sheriff, perhaps, who could affirm

MR. HOGG'S PHARMACY.—Reference is made in connection with the picture presented on the opposite page to a former BULLETIN article describing Mr. Hogg's well known pharmacy in Belfast, Ireland. The picture here shown of the building in which the pharmacy is located was used in that article, but its reproduction at this time will not be amiss under the circumstances. The marked thing about Mr. Hogg's professional policy is that he rigidly eschews all counter prescribing of any sort whatsoever; and this stand has had much to do with the large patronage which he enjoys among the physicians of his city.

that he had never been in jail; from the judge, if possible; and from others who had some official position that would give their words weight. These letters would be made the basis of requests for credit in New York, and the merchants of the latter city would make experimental advances of goods, until they found out for themselves, often at a considerable loss, just what the status of their customer was.

It is easy to see how misleading and inaccurate these letters often were, and yet in many cases the wholesale dealers had nothing else to guide them. To-day, a wholesale merchant, upon receiving an applicant for credit, has only to turn to a certain page in a volume he keeps at hand and obtain at a glance carefully gathered knowledge bearing directly upon the business responsibility of the applicant. The extent of the field covered in this way, and the proportions the business has assumed, are suggested by the fact that our last quarterly volume gave the ratings of 1,330,442 business men, and covered over 90,000 cities and towns.

In the Indian Country.—The Bulletin was able last month to present a fine panoramic water view made by Mr. Kirby Jones, a druggist at Grand Marais, Minn. This month we are in position to show two additional specimens of Mr. Jones's camera work. It would appear that he is situated near an Indian reservation and that he enjoys getting characteristic views of the Indian's home life. In the illustration on this page the wife and papoose are shown of "Chief Joe Carriboo."

MAKING ICE CREAM AND ICES FOR THE FOUNTAIN.

Proper and clean utensils and the best of materials are the necessary requisites for good ice cream and ices. Flavoring extracts should be of the best quality; ripe fruits, fresh eggs, and pure cream are absolutely essential. Great care should be taken in the cleansing and sterilizing of lined copper kettles, enameled cans, or earthenware dishes used in the preparation and packing of ice creams and ices. For unboiled creams seven ounces or a little less of sugar to a quart of cream is the average quantity. Cream sweetened to excess takes much longer to freeze and destroys the flavor of other ingredients, while on the other hand using too little sugar is apt to make it coarse and grainy. Water ices need 12 per cent more sugar than creams. Cream which is to be boiled should be especially taken care of during the hot months, as it will easily curdle. A pinch of soda and constant stirring until the boiling point is reached will prevent this. If eggs are to be added they should be first thoroughly beaten and then stirred into a little cold milk before adding to the hot milk or cream.

In selecting fruits for creams and ices choose only the sound and ripe. Wash in cold water and wipe dry with a cloth. To prepare lemons the rind may be rubbed off on a lump of sugar, cut the fruit in halves, remove the white pulpy skin and seeds, and squeeze out the juice; treat oranges in the same manner. The best pineapple for ices is the dark orange colored. Pare and cut into slices, being careful to cut out all the eyes and the core; grind the pulp in a stone mortar and then strain. In the selection of strawberries the dark red give the most satisfactory color and flavor. Use a wooden masher, as iron or copper will discolor the fruit. Add sugar immediately to the juice, and either use or bottle it immediately. Cherries, raspberries, and peaches may be treated in like manner. A little lemon juice may be added to the strawberry and raspberry juice. It will improve the flavor and slightly enhance the color. Never let the juice stand over night without having some sugar mixed in it, and use only porcelain dishes.

Another essential point is freezing. The freezer is packed with crushed ice and rock salt in the proportion of four pounds of ice to one of salt. All repacking is done with the same ingredients. Cream, while being frozen, should not be turned too quickly at the start, as it is apt to get buttery, but when nearly done speed should be increased, as it lightens the cream. Keep the cans properly iced up and replenish as often as necessary. Economy in ice and

salt is a waste of good materials. All ices and creams expand during the process of freezing, so do not fill the cans too full. When the batch is frozen it should be at once packed or transferred to other cans and left standing at least half an hour to "ripen" before serving. Use a wooden stick in packing, and have the ice crushed fine to avoid bruising the can. Remove the plug, let the water out and cork up again; pound the ice down tightly, using plenty of salt, set in a cool place, and cover with a woolen blanket.—*The Soda Fountain.*

WHAT IS MEERSCHAUM?

Meerschaum is not foam of the sea, as many suppose, but a silicate of magnesia.

The raw material comes from Asia Minor, wherefrom the Turkish government derives a great deal of revenue.

It is extracted much the same way as coal. Near Eski-Shehir, an important station on the Anatolian railway, where rich deposits are found, pits from twenty-five to one hundred and twenty feet deep are dug; as soon as the vein is struck horizontal galleries, sometimes of considerable length, are made.

The stone as extracted is called ham-tash (rough block), and is soft enough to be easily cut with a knife.

It is white and is covered by a red, clayey soil.

The manipulation required before it is ready for export is long and costly.

There is some found in Spain, but it is not suitable, being too full of flaws.

The best quality is called "Spiegel meerschaum" (looking-glass meerschaum, on account of its beautiful luster when colored).

The first piece of meerschaum was brought into Hungary by a nobleman about the year 1800, who gave it to a cobbler on his estate (who was somewhat of a genius) to carve into a pipe bowl. As he was mending shoes, thereby using wax, some of it got on the bowl, which caused the pipe to color when smoked.

The smoke drawn through the meerschaum, which is porous, settles on the surface, which is a fatty substance—wax.

When a pipe is overheated it evaporates the wax and then the chemical process is lost.

Budapest, the capital of Hungary, became the center of the meerschaum trade, wherefrom it radiated to Vienna and other parts of Europe.

The first meerschaum pipes with short stems (where the amber joins) were made by a Mr. Saltiel, an enterprising young pipe carver of Vienna, and exhibited in London in the year 1855 at the first world's exhibition. The wealthy classes of the entire world, through this, overwhelmed him with so many orders that he found himself too suddenly rich and became insane.

The first meerschaum pipe made in the United States was carved by Charles Pollak, in New York City, in 1860, from a block which Rev. Dr. Tyng, of Brooklyn, New York, brought from Turkey.

He had learned his trade from his father-in-law in Old Buda.

He imported the raw material in blocks the same year to manufacture it into pipes for the trade, thereby introducing into this country a new industry.

He exhibited at the American Institute in New York an immense and beautifully carved pipe representing Washington and his generals, which attracted a great deal of attention.

The officers of the armies of the Continent employ soldiers and non-commissioned officers to smoke and color their meerschaums for them, and in England there are regular establishments where the nobility and men of means have their meerschaum pipes and cigar-holders colored for a consideration. —FRANCIS EDLER in the *Retailers' Journal.*

AN INDIAN INDUSTRY.—This illustration supplements the one presented on the opposite page, and is likewise contributed to the BULLETIN by Mr. Jones. It shows a family of Indians who make birch bark baskets and other similar articles. In the rear of the picture, in the left-hand corner, and hanging on a pole, a mat is seen made of the inner bark of cedar. The woman in the group holds in her lap a birch bark basket, and on the ground beside her is another one; but unfortunately the beauty of these articles is not adequately shown by the illustration.

LETTERS.

THE DRUGGIST AND THE DOCTOR.

To the Editors:

At the recent annual meeting of the Minnesota Pharmaceutical Association an interesting and instructive paper was read by Dr. R. O. Beard relating to higher standards of pharmaceutical education and the establishment of better relations between druggist and doctor. Incidentally the question of the prescribing of so-called semi-proprietary preparations came up for discussion. Dr. Beard was asked the question by the writer whether, if he should write a prescription for a certain proprietary medicine, he would allow the druggist to put up his own, he (the druggist) knowing positively that his own was absolutely the same in ingredients and dosage. The doctor replied: "No, sir; not unless you would first consult me," implying, of course, that he did not have sufficient confidence in the ability of the druggist to justify him in allowing this privilege unless he should first convince him in some way that he was capable.

I want to carry this a step farther. What does the doctor want us to do to convince him of our ability to make our own pharmaceutical preparations? He cannot question our legal right, for that we get from a college of pharmacy or a State board of pharmacy, or both. He (and I mean all physicians, for there is nothing personal in this) wants us to take a sample to him. He would probably hold it up to the light, and say, "Yes, this looks all right. It is a nice, clear, palatable-looking preparation, and I think I shall prescribe it." And why? Because he has faith in my ability and honesty. But the next day the smooth fellow from the Phar. Mfg. Co. comes along and he tells him the same thing. The doctor prescribes his preparation. Why? Because he has faith in him. He has no other evidence of merit, for what assurance or proof has he of the reliability of the preparation or the qualifications of the man who puts it up? How does he know Mr. So-and-so's syr. of hypophos. co. contains the ingredients claimed for it? In either case he must have faith, and I submit that my word is just as good as the other fellow's. I have the same privilege of buying the best chemicals obtainable in an open market. Strychnine in my hands in proper doses is just as reliable, safe, and efficient as in his hands. I buy the same quinine he does, and know just as much about it; and so with all the other ingredients.

The point I wish to make is this: Why should the doctor give preference to a preparation made by one of whose capabilities he is totally ignorant, over those made by a class of people who are college graduates or at least have the authority of the State board of pharmacy to practice pharmacy? There is a practical and material side to this question. We are up against a condition as well as a theory. I believe most heartily in a higher standard of education in pharmacy, but I believe also in making it as profitable as possible. Profitableness and efficiency should go together. The physician would say, "Make yourselves competent and the profits will follow." But we insist, Mr. Doctor, that our ability to put up your prescriptions is just as good as yours is to write them. Considering the responsibility and care required in our profession we make as few mistakes as you do, and perhaps fewer. If you charge us with incompetency, we charge you with either laziness or lack of knowledge of materia medica. We are ready and able to put up your prescriptions now—not one, two, or three years hence—and if you will give us a chance we will prove to you that we can do just as well as the fellow with whom you have been doing business for the last few years.

A. J. KLINE.

Minneapolis, Minn.

[NOTE BY THE EDITORS.—We print this letter without finding ourselves in agreement with all of it. Every druggist should convince the physicians of his vicinity that he is a capable pharmacist. There is no doubt of that. But when a physician specifies a particular brand of medicament, there is also no doubt that the pharmacist has not a shadow of right to surreptitiously dispense his own or any other kind in its place. If he has a like preparation of his own which he wishes the physician to use, he should first convince the physician of its excellence and get him to prescribe it. Physicians, however, are too often rather unwilling to coöperate with the pharmacist; and with Mr. Kline's complaint of this condition we are in full sympathy.]

JULY PROBLEMS SOLVED.

In this department of the BULLETIN last month two more or less undecipherable presciptions were reproduced in *facsimile*. Several readers have sent in their interpretations. Regarding the second ingredient in the prescription on page 295, a number of subscribers all agree in declaring it to be fluid extract of quebracho. This answer is given by C. S. Conkling, of Antwerp, N. Y.; Walter Shumway, Ph.G., of Arlington, Iowa; Walter H. Farber, of Belleville, Ohio; Leester Scott, of Dublin, Texas; E. C. Lee, of Fergus Falls, Minn.; Ernest W. Goff, of Saginaw, Mich.; F. J. Mulligan, of Braceville, Ill.; Thomas Reed, of Laredo, Texas; B. M. Wood-

ward, of Toronto; Ed. J. Hall, of Dayton, Ohio; H. B. Berry, of Burnsville, W. Va.; A. Cornfield, of Philadelphia, Pa.; J. C. Hermanik, of Chicago; Bartlett & Doyle, of Hamburg, Iowa; Otto Raubenheimer, Ph.G., of Brooklyn, and others. Mr. Raubenheimer and Mr. Mulligan also send in a correct interpretation of the prescription on page 297 of the last BULLETIN. They declare that it called for hypophosphites compound, 8 ounces.

The following letter has also been received on the subject:

"I notice that in the July issue of your journal, under the head of 'A Nut to Crack,' Mr. Rupert presents a prescription for interpretation. He evidently considers the second ingredient to be the stumbler. Now the fifth ingredient seems to *me* more difficult. The second ingredient appears to be fluid extract of quebracho, while the fifth I would take to be grindelia. I may, however, be mistaken about both.

"I may say that I always refuse to compound illegible prescriptions. No careful pharmacist will permit any guesswork. Mistakes in prescriptions are not allowable. Any physician who has such an extensive practice that he cannot take the time to write carefully and plainly should secure the services of an assistant, and if it is impossible for him to write legibly he should provide himself with a typewriter.

CHARLES H. BOWERSOX."

200 North High Street, Columbus, Ohio.

"GROSS VS. NET PROFITS."

To the Editors:

I feel greatly complimented at your editorial entiled "Gross vs. Net Profits" appearing in the July issue of the BULLETIN OF PHARMACY, and which refers to an article of mine recently published in the *Pharmaceutical Era;* and I desire to thank you for your kindly interest. However, by reason of your criticism, I believe that you have misunderstood my purpose in that article, as your expression indicates that it was your belief that I attempted to make an ideal calculation. Such a thought as that never entered my mind, as I fully realize the hopelessness of such a task for the reason that each individual druggist's requirements will vary, and he must prepare his own calculations in accordance with those requirements.

It was necessary, however, to give an example in order to clearly explain my meaning. Under the circumstances I believe my example to have been the simplest that could have possibly been chosen and one easy of understanding by all, no matter where their location or what their station; and that was all that I endeavored to do, and did not have any particular place in view at the time, nor was I attempting to hand out any ready-made calculations to any one too indolent or ignorant to make his own.

C. G. BUCHANAN.

Wellsburg, W. Va.

INTERESTING LETTER FROM AN ENGLISH READER.

To the Editors:

Your paper is always welcome, and eagerly perused. As a "fifty-year-behind-the-times" and dead-and-alive Englishman, I am conscious of a pleasant, agreeable feeling of exhilaration when reading it. It makes me feel that there is hope for me if I will only read the BULLETIN and keep up to date. What particularly struck me in the June issue was the article on "Green Oil." You would be adding the finishing touches to the article if you would kindly publish particulars of how it should be used internally. Thanks.

A few months ago you printed an announcement that some chemist had begun to use the typewriter in his business. I have used one for writing prescription labels more than eight years! I am writing this letter on my sixth machine.

While I am writing I think my system of marking goods when checking the invoice will interest you and your readers. I have never heard of any one using a similar one. It was put into my mind by the necessity of marking photographic goods with a date so that the oldest stock got sold first. If the date is put on in any ordinary way customers soon pick it out and refuse goods that are not quite fresh. The way to mark them is to take any price word and use it in the way I am going to explain. We will take, for example, "Cumberland Hogs." I have an indexed address book, and in it I put under its initial letter page the name and address of every firm I open an account with. On each page the names are numbered consecutively. Thus "A1" means the first firm under "A," and so on. Then the date is represented by the letter standing for the year, followed by the letter representing the month, and the number also of the day of the month. The same word does for the cost price if necessary. To take an example, let us consider a parcel of invalid feeding cups from Messrs. Woolley, Sons & Co., costing 4s. 6d. per dozen, and invoiced on June 27, 1903. These are marked W2Mr27 B/R. This gives all the particulars necessary for selling, stock-taking, or any other

need, and the invoice can be found at once. C means 1901, January, or 1; U means 1902, February, or 2; M means 1903, March, or 3; and so on. G means ½; S means repeat. H and O mean 11 and 12 or November and December. When goods come direct from the manufacturer no name is put on, but the date begins the sign right away. I think I have made it clear, and any druggist can use it with his present price mark. Any letter not in the code means O.

With kind regards, and apologies for taking so much of your time, I am,

Yours faithfully,

G. B. WRIGHT.

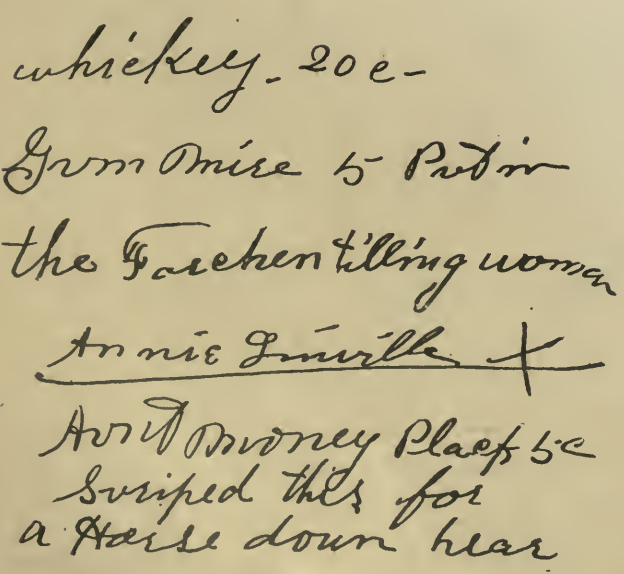
16, Albert Street, Hebden Bridge, England.

[NOTE BY THE EDITORS.—With respect to Mr. Wright's foregoing request for information concerning the internal use of "Green Oil," Mr. T. W. Perkins, author of the formula, informs us that for cramps, summer complaint, and the like, 15 or 20 drops may be given, repeating in fifteen minutes if necessary. For rheumatism or neuralgia 10 drops, preferably on a lump of sugar, may be given every three hours, or as often as the exigencies of the case indicate.]

FROM THE "FARCHEN TILLING WOMAN."

To the Editors:

Your funny orders are very interesting to me. Here is a contribution to the series which I received the other day:


whickey - 20 c -
Gvm Mire 5 Put in
the Farchen tilling woman
Annie Linville X
Avnt Money Place 5 c
Swiped this for
a Horse down hear

You will observe that it comes from a woman of varied accomplishments.

CHARLES R. GOUGH.

Chillicothe, Mo.

"TO HIS DELINQUENT PATIENT."

To the Editors:

In the current issue of the BULLETIN I came across this touching appeal of the doctor to his patient:

TO HIS DELINQUENT PATIENT.—

If I should die to-night—
And you should come to my cold corpse and say,
Weeping and heart-sick, o'er my lifeless clay;
If I should die to-night—
And you should come in deepest grief and woe,
And say, "Here's that $10 that I owe,"
I might arise in my great white cravat
And say, "What's that?"

If I should die to-night—
And you should come beside my corpse to kneel,
Clasping my bier to show the grief you feel;
I say if I should die to-night—
And you should come to me, and there and then
Just even *hint* 'bout paying me that ten,
I might arise awhile—but I'd drop dead again.

This is a "pome" which I have known for a long, long time, and which I have occasionally had copied in type and sent out as a sort of *"argumentum ad hominem"* to my own delinquents. But there is a third stanza which is really the one that clinches the argument, and I notice it is missing in your copy. Appended I send it. I hope you will let the light of your editorial eye shine upon it, and that you will reproduce it for the benefit of the faithful to whom the BULLETIN is, like to myself, the intellectual Mecca of pharmacy. And may your shadow never grow less! *Salaam Aleikum!*

C. L. STEENSEN, Ph.G., M.D.

New York City.

[NOTE BY THE EDITORS.—The third verse of this clever "pome," kindly sent in by Dr. Steensen, is as follows:]

I shall *not* die to-night,
But I shall live to see another day,
When to my lawyer I shall say:
"I did not die last night,
So hunt that patient with your tongue and pen,
By day and night and get that *Ten*,
And if you get it, *then*, oh *then*,
I'll gladly die—some other night."

A MECHANICAL WINDOW.

To the Editors:

I have devised a mechanical window which has proved a great success for the sale of oils, vaselin, gasoline, benzine, and the like. I have two oil wells in the window, one at either side. "Above ground" is the customary framework—in this instance a trellis work made of thin wood strips. Then, by means of a motor concealed under the window, a visible walking-beam is operated, and this is apparently made to drill and pump the oil from the ground, after which the oil is run in a trough across the window. The oil is really water so colored as to represent oil, and it is supplied from a large concealed vessel placed at such a height that, by means

of a rubber tube siphon, the water is made to spurt up for a considerable height in one of the wells or towers. Suitable placards describe what is going on —that is, what is *apparently* going on. Placed about the windows are bottles or packages of vaselin, benzine, oils, and so on, and over each lot of these goods a placard announces that "*They came from well No.* 2," or "well No. 1," as the case may be.

If any druggist will use a little ingenuity in devising a window of this sort, and a little taste in getting it up neatly, he will find it a winner. I neglected to say that the window bottom is covered with green excelsior.

C. R. BURNETTE.

Mt. Blanchard, Ohio.

APROPOS OF THE OBSERVER'S SCREED OF LAST MONTH.

To the Editors:

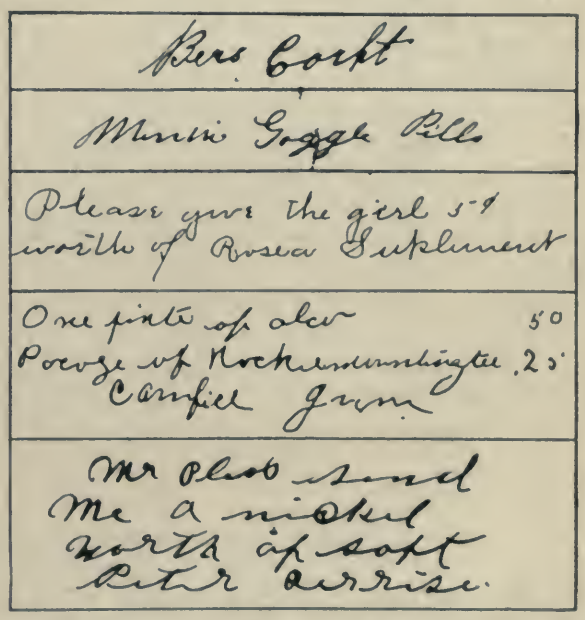
The comments of the Observer in last month's issue regarding the sale and display of suspensory bandages brings to my mind a story which may be apropos. It is not a thrilling tale of a hairbreadth escape, and yet it was a narrow escape, too. It is this:

Mr. C——, who was my senior employer for twelve years, was near-sighted, and, like many who are handicapped in such a way, his wits were unusually keen. One day he had been showing suspensories to a man who had purchased one, and instead of putting the others back in the case at once, as was our custom (we did not keep them on display!), he went to the paper and twine stand to wrap the one sold. While so doing a lady came in, and, before Mr. C—— knew it, she had stepped to the counter where the open boxes of suspensories were lying. When he went to wait on her she picked one out of a box, and holding it up said, "Mr. C——, what is this?" He looked over to see what she was holding, and said, without a bit of hesitation and a very sober face, "Why, those are hanging birds' nests."

"A DRUGGER."

A NUMBER OF PUZZLERS.

The illiterate orders shown in the accompanying illustration have all been received from BULLETIN readers. The first, from P. A. Constantine, Ph.G., of Mondovi, Wis., will be kindly and generously left for the interpretation of the BULLETIN Family; the second, from D. Kilburn, of Tyler, Texas, shows a new and altogether original method of spelling "emmenagogue pills;" the third, from J. D. Ogden, of Blairsville, presents a not uncommon manner of writing "corrosive sublimate;" the fourth, contributed by E. W. Emmons, of Sprague, Wash., calls for three articles which will be easily deciphered by old hands behind the counter, the second of which is a well known proprietary; while the fifth and last, sent in by the West End Drug Co., of Anniston, Ala., will more or less plainly be seen to call for a nickel's worth of pulverized saltpeter.



The editors of the BULLETIN grasp this occasion to repeat that they have on hand a large number of these illiterate orders which they are publishing as fast as possible in the order of their receipt. Donors who have been perchance disappointed in not seeing their contributions published, even for several months after their submission, will, we hope, understand the circumstances and not be impatient. We may add that some of the orders received are scarcely suitable for use because the translations do not accompany them, and without these they are so undecipherable that they lack interest.

To the Editors:

I enjoy the BULLETIN OF PHARMACY very much and look forward each month to its coming with pleasure. I like the advertising notes and also the window displays. During these "strenuous" times the druggist must be "up and doing."

PAUL L. MCCONOMEY.

Philadelphia, Pa.

BUSINESS HINTS.

Epitaphs in the Cemetery of Failure.—

He lacked tact.
Worry killed him.
He was too sensitive.
He couldn't say "No."
He did not find his place.
A little success paralyzed him.
He did not care how he looked.
He did not guard his weak point.
He was too proud to take advice.
He did not fall in love with his work.
He got into a rut and couldn't get out.
He did not learn to do things to a finish.
He loved ease; he didn't like to struggle.
He was the victim of the last man's advice.
He was loaded down with useless baggage.
He lacked the faculty of getting along with others.
He could not transmute his knowledge into power.
He tried to pick the flowers out of his occupation.
He knew a good deal, but could not make it practical.—*Success.*

He Was Convinced!—

A New York druggist who is a very successful advertiser, and who, by the way, writes his own ads., on being asked how he started his advertising, said (*Pharmaceutical Era*): "The possibilities of advertising had never appealed to me until my attention was called to its advantages quite by accident. I was having a show window put in my store, and the men who were putting the glass in left some putty in the window which was to be used for flowers. Later the ice man left a piece of ice weighing about a hundred pounds, and as the refrigerator had not arrived, he put it in the window. Then one of the clerks came along and stuck the putty on top of the ice, a cigar stump in the meantime, in some mysterious way, having been stuck into the putty. The porter, cleaning up, came by, and found a tumbler which he inverted over the putty and cigar. From the outside it was a curious sight indeed, and a man who was passing turned to a man leaning against a mail-box and asked him what it was. The man thus interrogated happened to have a keen sense of humor, and seeing a chance to have a little fun told the questioner that the object under the glass was a 'segarling,' a rare insect from South America, and that if he would wait he would have the satisfaction of seeing the creature walk around the ice, a performance that it indulged in once every hour. The man thus enlightened could not keep a good thing to himself and told a friend who was passing; he stopped to see the thing walk, and the two communicated the information to others. The result was that twenty minutes later it took three policemen to clear the sidewalk of a crowd of curious people waiting to see the segarling walk. Of course I was annoyed at the time, and felt some resentment towards the man who had caused the trouble, but when the advantage of working on the curiosity of the public occurred to me I determined to give them some attractive ads., and at the same time forgive the humorist. I went to work, and in two years my business has more than doubled itself. However, I would not advise any one to resort to fake advertising to increase his business. Appeal to the public curiosity if you like, but give them something of interest to satisfy it."

"Items of Interest."—

Mr. B. S. Cooban, of Chicago, has added a new advertising medium to his already large list. He now uses a drug-store paper. The first issue is before us as we write. It is somewhat larger than the average druggist's journal, being 10½ by 14 inches in size. There are, as usual, four pages. The advertising matter is wholly confined to the display advertisement, and the text, like the text in any paper or journal, is general in nature. Useful bits of information are given; "pointed paragraphs" are presented; and odds and ends of interesting matter generally are gathered together. Possibly Mr. Cooban would have done better to include more jokes and humorous paragraphs, for the average reader is after all more interested in this class of material. The advertisements are all excellent. One of them follows, though not in *facsimile* as to display.

A GOOD SPONGE is not only an article of general utility, but one of luxury.

Man's ingenuity has outdone nature, and produced from rubber a perfect—and in some respects a superior—substitute for the natural sponge.

The Rubber Sponge can be used for all purposes that the natural sponge is used.

It is hygienic—can be sterilized—is not a medium for breeding disease germs and bacteria.

It will outlast nature's sponge.

It is tough; will not tear; is absorbent, yet fine and soft as a piece of old silk.

In the bath, and for massage, it is superior to sponge or brush, giving necessary friction without the least irritation.

Come in and let us show them to you. We have all sizes—the genuine "Kleanwell." The prices are from 39 to 98c.

Liberality is the Best Policy in Serving Soda.—

"Do you know that the overdilution of fruits and the half-filling of soda glasses by many soda men is the surest way in the world to keep their trade away down?" asked Albert P. Corcoran, head soda man for Hegeman & Company, at their new store, 200 Broadway, New York. This store does the largest soda business in the city. They often sell more than seven thousand glasses in a single day, the average being more than three thousand the year round. This summer they expect to go over the twelve thousand mark. But to let Mr. Corcoran do the talking (*The Soda Fountain*): "Liberality builds up trade. Liberality and a close watch that you have the best of everything, the cleanest, the best ways of keeping. Coney Island half-glasses do not go in a steady trade. People do not care to pay for foam. And they want richness and 'meat' in what they drink. There is many a small soda man who dilutes his fruits away down. Perhaps he gets them to six pounds a gallon, and then sighs because he cannot take off a couple more pounds. It does not pay. I keep my syrups at ten pounds or a little better, and am very well satisfied with the two hundred or better per cent that it permits me to make. The man who looks for five hundred per cent and seeks to attain it by diluting everything, using cheap ingredients, half-filled glasses, stands a thousand to one chance of losing five thousand per cent, basing on what his more liberal competitor is doing to his trade."

"Tooth Talk."—

Ira B. Clark, of Fifth and Woodland Streets, Nashville, Tennessee, recently got out an eight-page folder having the very unique title: *"Tooth Talks and Other Facts."* One page contained a price list of the various tooth preparations carried in stock; another spoke of tooth-brushes and contained zinc etchings of three particular brushes which bore Mr. Clark's name on the handles; and a third page had some very well-written advice on the care of the teeth in general. In addition to all this, cigars, toilet goods, vanilla, and prescriptions were made the subject of comment. It is our opinion that Mr. Clark would have done better to limit his folder to "tooth talk," and thus centralize the attention of readers upon this one subject. The other things could have been taken up in additional folders if desired. If his folder had discussed one line of goods alone, people would have been educated to realize how well equipped in that particular line he was. As it is we very much fear that their attention was scattered and that no definite impression was made.

A Little Folder.—

A four-page folder, 3 by 5⅛ inches in size, and very neatly gotten up, is issued by the Jackson Drug Co. of Shenandoah, Iowa. The text of the inside pages is as follows:

YOUR DOCTOR is called as the occasion demands, because you have confidence in his ability. You believe he is able to relieve pain, to repair injuries, to bring a sufferer safely through an illness. But have you ever thought how much depends on the unremitting care, the exactness, and the honesty of the druggist who supplies the material which your doctor prescribes?.....We are careful in every step of handling medicines or other goods used in the sick-room. We select our goods carefully. We make our "stock" medicines properly and with a view to the promptest and most efficient results. We compound medicines with exactitude—just as your doctor orders them.

After the prescription is carefully studied; after all the ingredients have been placed in your bottle—then we "check up," carefully review the quantities we have weighed and measured, and examine all the boxes or bottles from which drugs have been taken, to see that no mistakes have been made. We do this with all prescriptions, and take time to do it thoroughly. You want all your prescriptions filled that way, do you not?

Diplomas of Registration from Iowa Board of Pharmacy Nos. 5454, 6578, 2918.

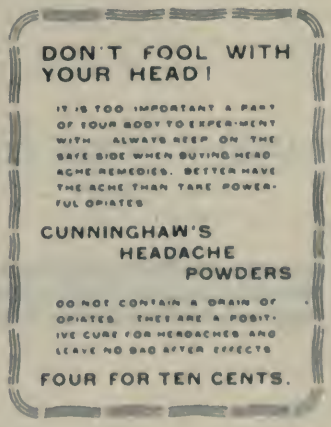
On these assurances we solicit your trade.

Your Druggist,

JACKSON DRUG CO.

A Headache Advertisement.—

The following advertisement was used some time ago by A. R. Cunningham, of Detroit, in his little drug-store paper:



A Jungmann Booklet.—

Elsewhere in the present issue of the BULLETIN a window display is shown of surgical goods in the second story window of one of J. Jungmann's stores in greater New York. Something is said in that connection about the uncommon nature of Mr. Jungmann's business. As we write we have before us a

neat little booklet issued from the two Jungmann stores. On the rear cover are zinc etchings of both buildings—one four stories in height, and the other five.

The object of the booklet is to describe the unique character of the Jungmann business, and to speak more particularly about the prescription department, surgical and sick-room goods, and the department for the fitting of trusses, braces, and the like. The text is well written and admirably calculated to convince the reader of the professional nature of the two stores. The paper is light yellow in color, and is calendered; the ink is black; and the size of the booklet is 3½ by 5¼ inches.

A Prescription Advertisement.—

One of the largest and most successful retail firms in the West is the Daniel R. Jones Co. of Milwaukee, Wis. Here is an adv. which this company had appear in one of the Milwaukee papers:

WE OBEY ORDERS

Your physician's prescription and his instructions are carefully followed.

We don't doubt his knowledge by preparing his prescription to suit ourselves.

Besides that, we have a definitely fixed system—a checking department that prevents the slightest mistake.

We are careful—the sick one is safe.

THE
DANIEL R. JONES CO.
WELLS BUILDING
DRUG STORE

New at Any Rate!—

On dropping into W. A. Frost & Co.'s drug store in St. Paul one is apt to notice something (*Pharmaceutical Era*) that puzzles him. It is two enormous bottles, each holding probably two gallons, standing side by side and labeled: "Extract of a Little of Everything, 15 cents an ounce." "What in the world is that?" "Oh," replies Mr. Frost, "I was clearing out the odds and ends of my stock of perfumes and poured them all together in these bottles."

An Elegant Soda Menu.—

As we write we hold in our hands a menu card gotten up by the T. A. Robinson Drug Co. of Water Valley, Miss. It is a beauty! It is 4½ by 6½ inches in size, is printed on white cardboard, and is doubled so that it has four pages. Only two pages, however, are printed—the first and the third. The first serves as a cover page, and contains an embossed representation of ice cream and fruit, printed by means of the half-tone three-color process. On the third page is the menu proper, printed in black. A large number of drinks are listed and at various prices. It is very evident that the T. A. Robinson Drug Co. does a large and profitable soda business, and does it as it should be done.

"Monthly Greetings."—

Another drug-store paper comes to us from C. F. Moritz, of 5900 South Halsted Street, Chicago. It is of the customary size, but seems to us not to contain a sufficient amount of such general material as jokes and the like. It is pretty nearly all advertising. It has always been our opinion that a drug-store paper, in order to be looked forward to with expectation and read when it arrives, must be made interesting. At least half of the paper ought to be given up to general reading matter.

A Headache Adv.—

This is one of Mr. Cooban's advs.:

A little man thinks he aches just as hard as a big man, and its the same way with a head. Cooban's Headache Powders make no distinction. Big or little, the ache must go. Seldom takes more than two doses. 10 Cts.

Cooban, Druggist,
559 West 63d Street, Chicago.

A Soda Folder.—

G. H. Stoneburner, of Ford, Mich., has recently gotten out a four-page folder in which, on the cover, he gives people this advice: *Don't find fault with the hot weather, but go to Stoneburner's drug store where you can get——;*" and then on the inside is given a list of drinks and so on.

Simple But Effective.—

On every package of goods that leaves the counter of G. B. Wright, of Hebden Bridge, England, is placed a little sticker which reads, "CALL AGAIN." Underneath is of course Mr. Wright's name, address, and business.

PRACTICAL PHARMACY.

Cleansing the Hands of Stains.—

A writer in the *Pharmaceutische Centralhalle* advises that when the hands have been stained by strong alkaline solutions, they should be washed in some dilute acid, nitric, oxalic, or acetic (1 to 100 of water). If soap without water is then immediately applied, fatty acids are deposited in the skin, which thus becomes less liable to crack. The effects of the lime solutions and also of strong ammonia may be prevented in the same way. After using mineral acids the hands should be washed with water and rubbed while wet with a piece of soap. If the acid is strong or has affected a large surface, the hands should be bathed, after washing, in a weak solution of soda (1 to 100). Strong sulphuric acid is first to be washed off as far as possible with plenty of water, after which soap should be employed as previously directed. If water is used abundantly there is no danger of too much heat being evolved. When the acid has caused severe burns, the affected parts may be covered with a paste composed of magnesia, carbonate of magnesium, or bicarbonate of sodium with a little water. Nitric acid is removed by the same process. Burns by this acid, especially when treated with alkaline agents, are apt to leave behind a yellowness of the affected integument. Nitric acid destroys the epidermis so quickly that it can scarcely ever be restored to a normal condition, and this is true also of the fumes of nitric acid, nitromuriatic acid, bromine and chlorine. Iodine stains should be treated with a solution of sodium thiosulphate (1 to 10 of water). When the hands have been exposed for a long time to the action of carbolic acid, wash them first with alcohol, which may be used several times over for this purpose, and then with soap, after which, without being first dried, they may be rubbed with wool-fat. After working with sublimate solutions it is best to bathe the hands for some time in a solution of common salt (1 to 50 of water), followed by soap and wool-fat.

A Wonderful Substance.—

The properties of that remarkable element, radium, continue to attract the attention of scientific investigators, says the *Western Druggist*. Sir William Crookes, whose investigations on the subject of radiation are well known to scientists, recently prepared a paper to be presented before the Royal Society of Great Britain, on the properties of this wonderful element. Radium, Sir William Crookes has found, if brought near a suitable sensitive screen—Sidot's hexagonal blende (zinc sulphide) is used—causes phosphorescence in the screen, which increases and diminishes as the radium is brought nearer or taken farther away. It is so energetic that anything that has been brought in contact with it—glass vessels, platinum wire, or even the finger—becomes radio-active in its turn and will cause phosphorescence upon the screen. If the minutest, invisible particle of radium or its nitrate falls upon the screen, it becomes a brilliant speck of green light, and these little specks of green light may be examined beneath the microscope. The appearance of the speck is then changed to a meteor-shower of tiny sparks. When a piece of radium is brought close to the screen and the phosphorescence is examined under the microscope, the surface of the screen is seen to be sparkling with innumerable bright scintillations, twinkling in and out like stars upon a black sky. These scintillations, it is reasonable to suppose, are due to the bombardment of "ions," the ultimate finest particles or emanations of matter, traveling with a velocity similar to that of light, and each "ion" as it is hurled off on the screen, causing by its disturbance of the ether a luminous splash, large enough to be visible under a microscope.

Cold Cream.—

Professor Wilbur L. Scoville offers the following formula (*Southern Drug Journal*):

White wax	14.0 grammes.
Anhydrous wool-fat	3.5 grammes.
Liquid petrolatum	55.0 grammes.
Rose water	27.5 grammes.

The special advantages of this formula, Professor Scoville says, are: (1) The preparation remains soft and creamy at 50° F., and it does not become soft enough to flow at 102° F., even after prolonged exposure to these temperatures; (2) it remains smooth and even, and does not become granular; (3) it retains the water well and is not sticky; (4) it contains no borax or other alkali, but has an acceptable consistency.

On the other hand the objections to the formula are, first, the odor of the wool-fat, which requires something stronger than rose water to cover—rose or rose-geranium oil, terpineol, or other oils will accomplish this; second, a dark (yellowish) color, also imparted by the wool-fat—a careful addition of bluing will partially offset this, and a very little tincture of benzoin will also help it as well as the odor. The color may be considered by some the

most serious objection, while others may not mind it. If the paraffin oil is considered undesirable, almond oil may be substituted with equally good results, except as regards the keeping qualities.

Production of Cork.—

J. H. Maiden suggests (*Agricultural Gazette,* N. S. W.) that cork is an article of sufficient importance for the plant yielding it to receive more attention in the British colonies than it has hitherto done. In Algeria, where the tree is largely cultivated, it is said to yield a rich revenue to the state. The tree is not well suited for private speculation, since until it is twenty-five or twenty-seven years old it does not produce any return; but then every five years it may yield from 70 to 100 pounds of marketable cork, which improves with each stripping. Until a tree is thirty or forty years old it does not yield acorns, and they soon lose their power of germination, especially if exposed to a great degree of cold. They are generally sown with seeds of *Pinus maritima,* to afford shelter, and prevent extreme variation of temperature, the pines being removed as space is required, and paying the expenses of the plantation until the cork is produced in paying quantity. Mr. Maiden offers five hundred young plants in lots of twelve without charge, for experimental planting, provided reports are made in two or three years of the probable suitability of the tree to the district where it is sent.

Tests for the Purity of Boiled Linseed Oil.—

The two usual adulterants of linseed oil are mineral oil and rosin oil. A test for mineral oil follows: Mix in a porcelain capsule 10 grammes of the oil under examination with a solution of 5 grammes of potassium hydrate in 50 Cc. of alcohol; heat on a water-bath until the oil is saponified, incorporate with some clean sand, dry completely, triturate, and then for three hours follow the process in a Soxhlet apparatus with a low-boiling petroleum ether. After evaporating the petroleum ether from the flask, collect the residue, if any, and dry for one hour in a warm closet. This residue is mineral oil.

A test for rosin oil is as follows (*Western Druggist*): Shake together in a test-tube 5 Cc. of the oil under examination with 2 Cc. of acetic anhydride. After allowing to settle for some time, carefully collect the lower layer and to this add one drop of concentrated sulphuric acid. The presence of rosin oil is indicated by the appearance of a deep, violet-red color, while no reaction occurs with pure linseed oil.

Regarding a Corn Cure.—

Trouble is often experienced in the manufacture of corn cures containing salicylic acid and collodion. There is a tendency towards separation. This can often be avoided if the preparation is thoroughly shaken before being bottled. If the difficulty is experienced after the bottling process, however, it is a good plan to empty the substance all out into a large bottle again, shake it vigorously, and return it to the small bottles once more. This thorough shaking will probably be enough in itself, but if it is not, the addition of just a little ether will doubtless prove efficacious. Another difficulty is in not being able to secure two-drachm square vials with wide enough necks so that the corks can be made to fit down well into them. The collodion thus evaporates. Paraffine or wax should, of course, always be run around the cork of such a preparation.

Physical Changes in Gum Acacia.—

The changes that gum arabic undergoes after its collection are described by A. Goetze (*Pharmaceutical Journal*). At first the pieces are transparent and glassy, but when exposed to sun heat (or artificial heat) they dry, and as a result of their brittle nature crack. Such cracked pieces are nearly snow-white and easily break up. Senegal gum is exposed to a less intense heat and the gum itself is less brittle; it contains, therefore, fewer cracked pieces and broken fragments. Cape gum in this respect resembles Kordofan gum, and is easily disintegrated. Indian, Persian, Australian and South American gums, on the other hand, dry less and are tougher, and hence break up less easily.

The Heroin Habit.—

Dr. Pettey reports in the *Alabama Medical Journal* that out of the last series of 150 drug-habit cases coming under his care, eight had been addicted to the use of heroin; three were initial habits, the patients not having been before addicted to any drug. He finds the same difficulty in breaking off the habit that we have in the case of morphine. In his experience it differs from morphine, having less of the primary stimulating effect, being more prompt and certain as a hypnotic, and less powerful and prompt as a pain reliever. It does not so greatly impair digestion or assimilation or interfere with secretion and excretion, but it does cause constipation and interfere to a hurtful degree with the nutritive function, and its prolonged administration is liable to produce the opium habit.

NEW REMEDIES.

Aristochin—Aristoquin.—

Trade name for a "tasteless" derivative of quinine (chemically a carbonic diquinin-ester). A correspondent of the *Münchener medicinische Wochenschrift* says that having experimented with the substance with children, the results were so favorable that he has been induced to make further investigations, the outcome of which he promises to communicate hereafter.

Citarin.—

Citarin is sodium anhydromethylenecitrate. This compound readily splits off formaldehyde and possesses the property of dissolving uric-acid secretions, as well as of increasing the power of the urine to take up uric acid, and then eliminate it from the system. It is stated (*Pharm. Centralh.*) to be given in doses of 2 grammes three to four times daily in gout, and as an anodyne in chronic rheumatism.

Hemostatin.—

This is the name given to a tribromphenol-bismuth, differing from xeroform by a smaller bismuth content (*Pharm. Centralh.*). The preparation is said to have been successfully employed as a hemostatic at the University clinic at Kiel.

Mirmol.—

Name of a preparation consisting, according to its exploiter, of 100 parts of fermol and 5 parts of phenol. It has a powerful action, according to Ranletti (*Klinische medicinische Wochenschrift*), on cancerous and other malignant growths.

Phthisopyrin.—

Trade name for a preparation consisting of aspirin, arsenic, and camphoric acid. Remedy used in consumption.

Propol.—

This name has been given to a mixture of propolisin (an antiseptic obtained by the dry distillation of the sap of the leaf buds of certain plants) and vasogen. Dr. Meyer (*Pharm. Centralh.*) reports having used it as a disinfectant for instruments and the hands, and in the treatment of wounds and cutaneous diseases. The wounds are said to heal under the first bandage. Propol is also credited with analgesic properties.

Pyran.—

According to Dr. Emmo Schlesinger (*Apoth. Ztg.*), pyran is a compound of benzoic and salicylic acids with thymol and a soluble sodium salt. Chemically, it is known as benzoyl-sodium-thymol-oxybenzoate, and it is described as a white, rather hygroscopic, crystalline powder of weakly aromatic odor and sweetish taste. It is stated to be soluble in 5 parts of water and in 10 parts of alcohol. The remedy is employed chiefly in rheumatic affections, angina, migraine, etc., and is given in doses of from 1 to 2 grammes once to thrice daily. The dose for children is from one-half to one-fourth the adult dose, according to age. The remedy may be given dissolved in water, or inclosed in cachets or gelatin capsules. It should not be taken directly on the tongue. The author states the remedy to be a mild antipyretic, a good antirheumatic, and an efficient antineuralgic.

Sulfoguaiacin.—

This is the name given by G. Tarozzi (*Pharm. Ztg.*) to quinine sulphoguaiacolate, which is intended for use in tuberculosis and in bronchial catarrhs. The substance is prepared by adding a sufficient quantity of quinine-bisulphate solution to a solution of guaiacolsulphonic acid (made from equal parts sulphuric acid and guaiacol diluted with 10 parts of water), and then evaporating. The sulfoguaiacin is then obtained in the form of small, yellow, bitter scales, soluble in water and in alcohol. No dose statements are given.

Veronal.—

Veronal occurs as a white, crystalline powder of a faintly bitter taste, and soluble in 145 parts of water at 20° C. As a hypnotic it is reported (*Merck's Report*) to surpass all the hitherto known medicaments in efficacy; and its relatively ready solubility, coupled with its not disagreeable taste, is adduced as a further advantage. In simple insomnia, doses of 0.05 gramme (7½ grains) are said to suffice as a rule; in insomnia associated with marked nervous excitation, 1 gramme (15 grains) may be given; and in weakly subjects often 0.3 gramme (4½ grains) is sufficient. When the drug is given in solution its effect becomes manifest in about half an hour. It is therefore recommended to give the veronal in most instances dissolved in a cup of warm tea; however, the medicament is taken readily also in the dry state by most persons, as powders or enclosed in wafers. So far, untoward by-effects have not been observed.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

Dual Odors of Flowers.—

J. O'Brien (*Pharmaceutical Journal*) contributes a suggestive note on the differing odor of *Odontoglossum hebraicum* as observed at different periods. When first flowered by the writer the blooms had a marked cinnamon odor, quite distinct from the hawthorn fragrance of other members of the group. On passing into other hands, the plant, when it first flowered, gave off the hawthorn odor, but on the next occasion of its blooming the smell was that of cinnamon. The writer does not state if these differences of odor have been traced to diverse periods of the blooming. It has been noticed by those who grow the common jasmin that the flowers, when first expanded, possess in a marked degree the delicious fresh odor which is characteristic of them. But as flowering progresses, the perfume becomes less delicate, and the blooms are then very attractive to blue-bottle flies. This would appear to have some connection with the recorded formation of indol in the jasmin bloom as the process of flowering approaches completion.—*Merck's Report.*

Eucalyptus: A Critical Revision of the Genus.—

It is twenty years or more since Müller published his Eucalyptographia, and during this time many additional facts have come to light which the author, Mr. J. H. Maiden, thinks desirable to incorporate with previously existing knowledge of the genus. This is the most important genus in Australia, and general knowledge of it is far from perfect. Perhaps there is no one so well fitted to revise the genus as Mr. Maiden, who has spent years in the critical study of the genus, both in the field and in the more important herbaria of the world. Such a work undoubtedly will be of great practical as well as scientific value.

The Leaves or Herb.—

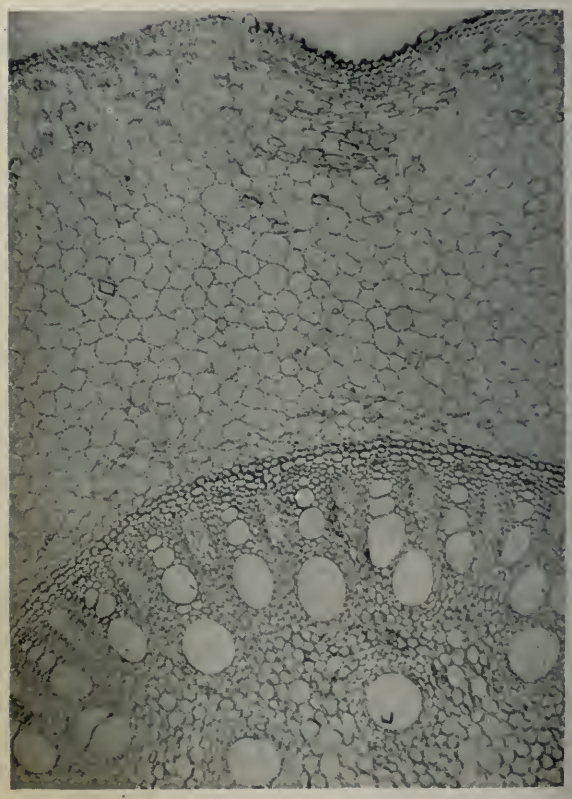
According to the *British and Colonial Druggist* Dr. L. Van Itallie has made some experiments to ascertain what difference, if any, exists between extracts of the "leaf" and of the "whole herb" as therapeutic agents. His experiments were made with the extracts of aconite, belladonna, and henbane, and he obtained practically the same results whether he used the "leaf" of the "whole herb."

Anthelmintics.—

As a result of a series of clinical experiments Dr. Sobotta (*Therapeutische Monatshefte*) has come to the conclusion that pelletierine, as an anthelmintic, is a failure, and that male-fern in doses of 1½ to 2 drachms of the extract has succeeded after the former has failed. The intestines should be evacuated before administering the drug and purgatives given afterward to prevent intoxication. Preliminary fasting seems to insure a favorable result, but a preparatory diet is not necessary.

Calumba Root.—

Gadamer as a result of his work on Calumba root (*Chemist and Druggist*) has concluded that it contains two alkaloids closely resembling but not identical with berberine; that they are yellow and are converted by reduction into colorless hydrocompounds; that they are quaternary based, and can be converted by reduction into tertiary bases; that the total alkaloids varies from .98 to 1.38 per cent in the bark of the root, and from 1.02 to 2.05 per cent in the wood; that there is no berberine in the root.



CROSS-SECTION OF SARSAPARILLA ROOT.—Reproduced from a microphotograph made by Drs. G. Eigel and H. Kritzler, of Godesburg, Germany. This is the *Radix Sarsaparillæ* of the German Pharmacopœia.

PERSONAL.

A PRACTICAL PROFESSOR.

On another page of this issue of the BULLETIN a practical paper on perfume making is presented by Professor Lucius E. Sayre. Such a paper from a teacher calls to mind the general supposition that professors are impractical people, with their heads in the clouds of theory and science, and with no knowledge of, or regard for, the more immediate things of daily practice. Whether or not such a charge can really be made with justice against the whole genus, a glance at his varied career will show that it certainly cannot be proved against Professor Sayre. Over half of his business and professional life has been spent behind the counter. Serving first an apprenticeship of two years in Bridgeton, N. J., the city of his birth, and then graduating in 1866 from the Philadelphia College of Pharmacy, he was for the next ten years chief clerk or manager in one of the leading stores in Philadelphia—that of Henry C. Blair's Sons, at Eighth and Walnut streets. Then followed several years of business partnership with Professor Remington.

PROF. LUCIUS E. SAYRE.

It was not until 1885 that Professor Sayre abandoned the practice of pharmacy for the teaching of pharmacy. He had meanwhile done some teaching in the Philadelphia College of Pharmacy and in the Woman's Medical College, but he was then made Dean of the School of Pharmacy in the University of Kansas, where he has since remained, and where he lectures on Pharmacy and Materia Medica. Theory and science have, as they should, claimed their share of the Professor's attention, as the proceedings of the American Pharmaceutical Association will attest; and then, besides, several textbooks bear his name. He is author of a well-known and widely-used work on "Organic Materia Medica and Pharmacognosy," of a useful little book on the "Essentials of Pharmacy," and co-author with Prof. D. H. Robinson of a "Latin Grammar of Pharmacy."

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

A Rich Lemon-soda Syrup.

W. F. K.—To make a rich lemon syrup select eight or ten bright-yellow, ripe, juicy lemons and grate off into a large mortar the yellow part only. Cover the grating with about a half-pound of granulated sugar, and with the pestle rub thoroughly together. If the mixture is allowed to stand for three or four hours the result is better, but this is not necessary. When ready to finish, cut the lemons and extract the juice. Add the juice to the grated rind and sugar and stir until it is all, or nearly all, dissolved. Now take a one-gallon bottle, and with a funnel and piece of cheese-cloth strain the liquid into the bottle, agitating with a spoon until all the syrup has passed through. Pour over the residue about eight ounces of boiling hot water. This will carry through any surplus of sugar and will soften the rind, which should now be thoroughly squeezed to extract the oil and yellow color as much as possible. Add a good heavy syrup to nearly fill the bottle and shake up thoroughly. The syrup should be a rich lemon color and of fine flavor. No coloring, acid, or foam extract should be added. It is a good idea to set the bottle on the counter where customers can see it, and paste on one side a label marked "Fresh Lemon Syrup." If the syrup is served in a small bottle, the label may be used on this, or if from a tank in the apparatus, paste the label on the name-plate. It attracts attention.

This syrup should be used up inside of two days if possible, and it is better to make it every day. It can be used in a number of drinks, and will go quickly. Use this lemon syrup in sweetening your lemonades, and see how it will improve their flavor.

"Spirits of Pactus."

J. M. H.—We do not recall ever having heard of such a preparation, nor can we find any reference to it in books at hand. Can any of our readers enlighten J. M. H.?

Silvering Mirrors.

H. G. M. & Son.—The following method bears the authority of "the Scientific American Cyclopedia of Receipts:"

Dissolve 500 grains of Rochelle salts in three ounces of water. Dissolve 800 grains of nitrate of silver in three ounces of water. Add silver solution to 1 ounce of strong ammonia until brown oxide of silver remains undissolved. Then add, alternately, ammonia and silver solution carefully until the nitrate of silver is exhausted, when a little of the brown precipitate should remain; filter. Just before using mix with the Rochelle salt solution, and dilute to 22 ounces. Clean the mirror with nitric acid or plain collodion and tissue-paper. Coat a tin pan with beeswax and rosin, equal parts. Fasten a stick one-eighth of an inch thick across the bottom. Pour in the silvering solution. Put in quickly the glass mirror, face downward, one edge first. Carry the pan to the window and rock the glass slowly for half an hour. Bright objects should now be scarcely visible through the film. Take out the mirror, set it on edge on blotting-paper to dry. When thoroughly dry, lay it, face up, on a dusted table. Stuff a piece of softest thin buckskin loosely with cotton. Go gently over the whole silver surface with this rubber in circular strokes. Put some very fine rouge on a piece of buckskin laid flat on the table, and impregnate the rubber with it. The best stroke for polishing is a motion in small circles, at times, going gradually round on the mirror, at times across, on the various chords. At the end of an hour of continuous gentle rubbing, with occasional touches on the flat, roughed skin, the surface will be polished so as to be perfectly black in opaque positions, and with moderate care scratchless. It is best before silvering to warm the bottle of silver solution and the mirror in warm water heated to 100° F.

Correspondence Instruction in Bacteriology.

J. B.—We do not know of any such course of study. If such exists, it is quite likely to be found among the courses given either by the International Correspondence Schools, at Scranton, Pa., or the University of Chicago, Ill. The latter institution, we believe, has over 200 correspondence courses of instruction. The teaching of bacteriology necessarily involves so much laboratory demonstration that correspondence instruction would seem quite out of the question. However, other subjects presenting almost as great difficulties are now more or less successfully taught by mail, and this may possibly be the case also with bacteriology.

What is "Beatin"?

L. J. H. says that one of his customers recently asked him for 50 grains of "beatin," saying that he had seen the substance recommended in his "doctor book." He wants to know what "beatin" is. Can any of our readers supply the information? We have made a considerable search without result.

Liquid Shoe Dressing.

S. J. B.—If the formula given on page 262 of the June BULLETIN is not satisfactory, we may suggest the following receipts. In accordance with your requirements, neither contains alcohol:

Extract of logwood	5 grains.
Gallic acid	10 grains.
Borax	10 grains.
Aniline black	20 grains.
Ammonia water	20 minims.
Water, hot	1 fluidounce.
Aqueous shellac solution	1 gallon.

Mix and dissolve.

The aqueous shellac solution should be prepared as follows:

Water	5 fluidounces.
Borax	100 grains.
Shellac, powder	300 grains.

The shellac should be gradually added to the hot borax solution.

Indigo	120 grains.
Tragacanth	240 grains.
Glue	4 ounces av.
Logwood	8 ounces av.
Glycerin	3 fluidounces.
Water	16 fluidounces.
Diluted acetic acid	32 fluidounces.

Boil together and strain.

Dry Fire Extinguishers.

C. S. E.—The following formulas were printed some time ago by the *Pharmaceutical Era:*

		Parts.
(1)	Common salt	8
	Sodium bicarbonate	6
	Sodium sulphate	2
	Calcium chloride	2
	Sodium silicate	2
(2)	Common salt	60
	Sal ammoniac	60
	Sodium bicarbonate	80
(3)	Sal ammoniac	100
	Sodium sulphate	60
	Sodium bicarbonate	40

White Liniment.

F. J. H.—Try the following formula:

Castile soap, powder	2 ounces av.
Oil of origanum	2 fluidounces.
Oil of turpentine	2 fluidounces.
Yolks of eggs	4
Camphorated oil	2 fluidounces.
Ammonia water	8 fluidounces.

Another good formula is that given in the Pharmacopœia for "ammonia liniment."

Anti-Neuralgia Powders.

L. P. B.—We know of no trade-marked preparation bearing the name of "Anti-Neuralgia Powders." However, a great many druggists and specialty manufacturers put up preparations bearing this or a similar title, nearly all of which are similar in composition. A characteristic formula is the following:

Acetanilid	3 grains.
Camphor monobromated	½ grain.
Phenacetine	2 grains.
Sodium bicarbonate	1 grain.
Tartaric acid	¼ grain.

Make one powder.

A good many preparations of this nature contain codeine, heroin, or morphine, but the use of these substances is scarcely to be recommended for products intended for general and indiscriminate use.

We are not able to give you a formula for the proprietary preparation mentioned by you.

Curd Soap.

C. E. N.—Curd soap, sometimes called animal soap, is official in the British Pharmacopœia, and is made from animal oils and fats instead of such vegetable oils as olive, cottonseed, and the like. Curd soap is used very largely for domestic purposes, and is preferred pharmaceutically for making solid opodeldoc because of its partial insolubility in the hydro-alcoholic solvent. It is readily procured in the market.

"Laxative Cordial with Potassium Acetate."

C. B. A.—Searle & Hereth make a specialty known as "Laxative Cordial." Whether this contains potassium acetate or not we are unable to state. If it does not, and the physician prescribes "laxative cordial with potassium acetate," the course for you to follow would be to add a proper quantity of the potassium salt to the Searle & Hereth product.

A Poison Register.

C. H. M. & Son.—The Midland Druggist Publication Co., of Columbus, Ohio, brought out an admirable poison register less than a year ago. It was intended for use among the druggists of Ohio, but is quite as well adapted to the druggists of any other State. We are not able to say authoritatively that the register is for general sale, but it may be that half a dollar would bring you one by return mail. The volume is strongly bound in red cloth, and is a very serviceable one.

Regarding Diastase.

L. P. B. & Co.—The average dose of diastase is 2 to 2½ grains.

Iron and ammonium citrate is probably the best iron salt to combine with diastase.

For making a liquid preparation of diastase use any elixir having an aromatic or wine flavor, but containing not more than 16 per cent of absolute alcohol.

Cleansing Liquid.

H. G. H.—The following formula will result in a good, all-around cleaning liquid:

Spirit of ammonia	12 fluidrachms.
Oil of turpentine	10 fluidrachms.
Ether	12 fluidrachms.
Oil of lavender flowers	1 fluidrachm.
Alcohol	27 fluidounces.

It may be said, however, that no such single preparation will clean everything uniformly well. Specific agents are often needed for stains of a particular nature.

Phosphoric Acid and Glycerin.

K. Brothers are very much surprised because the following prescription, when first mixed, is hot:

Phosphoric acid (85-per-cent)	100 minims.
Fluid extract of gentian	1 drachm.
Strychnine sulphate	½ grain.
Glycerin	1 ounce.

We may reply that whenever strong phosphoric acid, or in fact any strong acid, is mixed with water, alcohol, or glycerin, the solution becomes hot. There is nothing the matter with the prescription.

Veterinary Books.

O. S. C.—Here are some of the standard works on veterinary medicine and surgery: "Veterinary Medicine," by Finlay Dunn, $4.00; "Manual of Veterinary Physiology," by F. Smith, $3.50; "Pathology and Therapeutics of Domestic Animals," by Friedberger & Frohner, $12.00 (2 vols.); "Veterinary Anatomy," by Strangeway, $6.00. Any of these books may be obtained either from Alex. Eger, care of Chicago Veterinary College, State Street, Chicago, Ill., or William R. Jenkins, 851 and 853 Sixth Avenue, New York.

Paste for Parchment Paper.

J. D. McM.—The paste that is ordinarily used for fastening parchment paper employed in wrapping pharmaceuticals and the like is the plain flour product.

Ehrlich's Triple Stain for Blood.

H. W.—This is as follows:

	Parts.
Acid fuchsin (sat. aqueous sol.)	20
Methyl green (sat. aqueous sol.)	50
Orange G. (sat. aqueous sol.)	100

The acid fuchsin and orange G. are mixed, and the methyl green is slowly added while constantly stirring. The stain should not be filtered, and needs to be diluted with 100 parts of distilled water before using.

Soda Syrups.

P. Drug Co.—Formulas for pineapple and strawberry syrup were printed in this department last month.

Puppet Figures Used in Window Displays.

A. P. R.—These figures are made by Hugh Lyon & Co., of Lansing, Mich.

C. J. B.—We are not able to give you the name of the manufacturer of the proprietary article mentioned by you. You can probably secure it of any large jobbing house.

FORMULAS.

Cleaning Compounds.

The following formulas are said to yield very efficient cleaning compounds:

(1) Dissolve 12 parts of soap in 20 parts of boiling water, and, after cooling somewhat, add 3 parts of strongest ammonia water. Stir, and add, little by little, sufficient deodorized benzin to make 100 parts.

(2) The best results are had by using soap containing an excess of alkali:

Common soap (shavings)	2 ounces.
Potassium carbonate (crude)	1 ounce.
Powdered borax	1 ounce.
Ammonia water	2 fluidounces.
Water	to make 1 pint.

Heat the water to boiling, digest in it the soap, then add the borax and potassium carbonate, agitate until dissolved, and strain; when cool add the ammonia water and cork well.

(3)

Extract of quillaja	1 ounce.
Borax	1 ounce.
Ox-gall (fresh)	4 ounces.
Tallow soap	15 ounces.

Triturate the borax with the extract of quillaja and afterward with the ox-gall, which will cause at least partial solution. Then thoroughly incorporate with it the soap so as to produce a plastic mass, which may be molded into sticks or put into boxes.

If no extract of soap-bark is at hand, soap-bark in shreds may be exhausted with boiling water, and the liquor evaporated on a water-bath. One hundred parts of bark yield about 20 parts of extract.

Diarrhea Mixtures.

(1)

Tincture of catechu	0.6	Cc.
Tincture of opium	0.6	Cc.
Chalk mixture	30	Cc.

Repeat this dose every two hours till relieved.

(2)

Comp. tincture of lavender	120	Cc.
Sugar	15	Gm.
Camphor water	to make 500	Cc.

Dose: Tablespoonful every two hours.

(3)

Lactic acid	10	Gm.
Syrup	200	Gm.
Water	800	Gm.

Dose: Tablespoonful every two hours (in chronic diarrhea).

(4)

Tincture of capsicum	4	Cc.
Spirit of peppermint	8	Cc.
Tincture of opium	12	Cc.
Compound tincture of catechu		
Tincture of kino		
Tincture of krameria		
Spirit of camphor		
Water	of each 16	Cc.

Dose: One-half to one teaspoonful.

IMPROVED "SUN" CHOLERA MIXTURE.

Tincture of opium	
Tincture of rhubarb	
Tincture of capsicum	
Spirit of peppermint	
Spirit of camphor	
Chloroform	equal parts.

Dose: One-half to one teaspoonful in sweetened water.

DIARRHEA POWDERS.

(1)

Tannic acid	0.06	Gm.
Powdered opium	0.02	Gm.
Powdered sugar	0.5	Gm.

One such powder every two hours.

For severe diarrhea in adults, accompanied by profuse and painful discharges, the following has been recommended:

(2)

Tannalbin	10 grains.
Ichthoform	10 grains.
Bismuth subnitrate	20 grains.
Powdered opium	1 grain.

One such powder 3 or 4 times a day.

DIARRHEA SYRUP.

Powdered acacia	15	Gm.
Cinnamon water	15	Gm.
Mint water	10	Gm.
Quince syrup	20	Gm.
Extract of opium	0.05-0.1	Gm.

Dose: One to two teaspoonfuls.

—*Merck's Report.*

THE SCRAP BOOK.

THE standard of purity and uniformity maintained in the mercurial preparations manufactured by Chas. Pfizer & Co. has given their brand an enviable reputation among the trade generally, and more particularly among manufacturing pharmacists. Their calomel especially, owing to its purity and white color, is peculiarly adapted for use in the manufacture of pills, etc., and their brand of powdered corrosive sublimate is invariably desired by those who require a uniformly white and dry powder.

"THIS thermometer," said Rivers, looking at a cheap one that was indicating a temperature of something like 40° below zero, "is like a snide medical college. Its degrees are bogus."

SHE: I am so sorry I cannot learn to love you. Indeed, my heart aches for you.

He: Sort of an aching void?—*Life*

EVERY up-to-date druggist ought to have some sort of a numbering machine for use on prescriptions and in numerous other ways. These machines have become absolutely necessary in a well equipped drug store. Probably the most satisfactory instrument is that known as the "Bates." This is sold by the Whitall Tatum Company, of New York, Philadelphia, Boston, Chicago, San Francisco, and pretty much every other place on the face of the globe.

A SAD CASE.

A green little boy in a green little way
A green little apple devoured one day,
And the green little grasses now tenderly wave
O'er the green little apple boy's green little grave.

—*Current Literature.*

SPICK: A new doctor has moved in next door, but his very name would kill his business.

Span: What is it?

Spick: Phil Graves.

(*Department continued on advertising page 24*)

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A

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No cream, eggs, or other substance is required—nothing but KYMO, milk, sugar, and flavoring. The foregoing being true (a **SAMPLE WILL PROVE** that it is), you can not afford to purchase your ice-cream or to make it in any other way. **RICH, SMOOTH** and **CREAMY,** KYMO ice-cream means a **SAVING** of from **50% to 100%.**

Write for free sample, or send 25 cents for large package.

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Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

THE NEW YORK MARKET.

ADVANCED.—Cotton-root Bark; Lycopodium; Morphine; Nitrate of Silver; Opium; Oil of Orange; Quinine.

DECLINED.—Althea Root; Canary Seed; Celery Seed; Cannabis Indica; Cod-liver Oil; Cuttlefish; Ergot; Guarana; Gum Kino; Ipecac Root; Manna; Oil of Peppermint; Oil of Bay; Strophanthus Seed.

Business during the week has been mostly on ordinary lines, and not in great volume in any direction. Last week saw two rather important price changes, but most transactions have been of no special significance, and the week was marked by unusual quiet, even though our midsummer weather is cool and bracing. Price changes during the month have again been principally on the side of reduction.

OPIUM continues to develop interesting features, and keep the market at least somewhat unsettled. After several advances the declines of a month ago succeeded, and these in turn have been followed this past month by successive advances, the last a few days ago. This is not caused by special demand, as there is only a moderate consuming outlet, but apparently is caused by the changing conditions of the primary market. Cablegrams at present are strong, and there is a possibility of still higher prices.

MORPHINE has, of course, advanced in sympathy with the crude article, and is firmly held at the advance of a few days ago, but moves only moderately.

QUININE.—Last week was very active in the Quinine market, and an advance was made two or three days ago. This is specially true of the Java product, of which large sales have been made at gradually advancing figures. The article is receiving a fair amount of attention, and the undertone of the market continues very firm.

ESSENTIAL OILS.—The last month has seen very little activity in this line; in fact, at the end of the week the continued weakness of Peppermint was the noteworthy feature. The new week shows an increased demand for Pennyroyal and Citronella, and for Oil of Cloves. Natural Wintergreen is very firmly held, and Oil of Sweet Orange has advanced slightly. Considerable interest is manifested at the moment in Otto of Rose; the crop being unusually large, it is expected that prices will be lower.

COD-LIVER OIL is still held at high prices, with quotations for August delivery slightly lower; but this is only owing to the season, and is not an indication for the future. The market is strong, and without doubt prices must remain high until the next catch. Available stocks of leading brands are extremely light.

LEAVES AND HERBS.—The market is entirely without animation, and nearly all articles are slow of sale. Buchu is very quiet; Senna only in jobbing demand, with quotations fairly well maintained. The only strong article is Coca (Truxillo), but for this also there is only a moderate inquiry. Cannabis Indica has declined.

ROOTS.—The market for Ipecac has developed great weakness, demand being almost nothing, and offerings from abroad abundant. Senega is again more freely offered, and prices are easier. Some holders in the West are asking for offers, and stocks are evidently abundant. Golden-seal is in light supply, which does not affect the market materially at the moment, as there is little demand. Any increased demand would likely result in a very strong market. Althea has declined.

MENTHOL is in slightly better demand than during the past month, and sellers have withdrawn.

CAMPHOR is also in better demand, with strong market.

SEEDS.—Canary and Celery seeds have declined slightly; but demand for the latter must increase with the early fall months, and stocks are not at present abundant. The market for Cardamoms is very dull, owing to reports from abroad.

New York, July 30, 1903.

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ALBERT SCHNEIDER, M.D., Ph.D., Professor of Botany, Materia Medica and Pharmacognosy.

2 years' course for the degree of Ph.G. 3 years' course for the degree of Phar.B.
The 32d annual session will begin August 24th, 1903. Correspondence solicited. Send for announcement to

W. M. SEARBY, DEAN, 400 SUTTER STREET, SAN FRANCISCO, CAL.

IMPORTED AND DOMESTIC

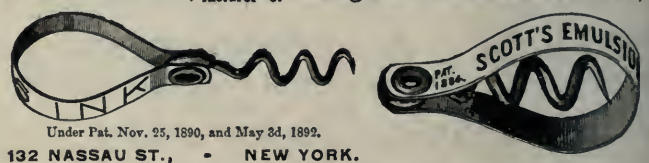
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, O.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,



Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

"My father-in-law is really a simpleton! The other day I wrote him that my pecuniary embarrassments were turning my hair gray, and what do you suppose his answer was! He sent me a bottle of hair-dye!"—*Fliegende Blatter.*

Moore's Universal Spring Apron is a great contrivance. It fits right into place immediately, and renders unnecessary the troublesome tying of strings. These aprons are sold by all jobbers, or they may be ordered from E. C. Moore & Son, Department P., Detroit, Mich.

Humorous.—

They sawed off his arms and his legs,
They took out his jugular vein;
They put fancy frills on his lungs,
And they deftly extracted his brain.
'Twas a triumph of surgical skill
Such as never was heard of till then;
'Twas the subject of lectures before
Conventions of medical men.
The news of this wonderful thing
Was heralded far and wide;
But as for the patient there's nothing to say,
Except, of course, that he died.

—*Family Doctor.*

Sodium salicylate has now been recognized as the great specific for rheumatic conditions. When it is prescribed by a physician for such purposes, it is vital that the product be pure and satisfactory. Not many of the products on the market, however, conform to this requirement. The druggist would do well to specify a brand that can be depended upon. If he gets the "H. & F." brand he will feel sure that he has a product which will fulfil every requirement. This brand, as everybody knows, is made by the Herf & Frerich Chemical Co., of New York and St. Louis.

Stratekut: Doctor, do you believe that smoking cigarettes ever made any one crazy?

Doctor: I'm not sure about that, but I suspect that craziness has caused a good many people to take up cigarettes.

If you see the "Underwood" typewriter the writing is always in sight! No more need be said to an amateur who has trouble enough with typewriters at the best, and who consequently wants to know what he's doing and "where he's at."

His Best Patient.—The young doctor and his friend the drug clerk were sitting at the club window when a richly dressed lady passed by. "There goes the only woman I ever loved," remarked the young M.D. "That so?" queried the other. "Then why don't you marry her?" "Can't afford it," replied the doctor; "she is my best patient."

Some manufacturers of patents coöperate with the druggist in increasing the sales of their products. Others do not. A striking instance of the first sort of manufacturer is the Vernal Remedy Co. of Buffalo, N. Y. If you will write this house they will do everything in their power to help you sell their goods. Vernal Saw Palmetto Berry Wine is a fine product!

Grocer: Can't I sell you a package of these paralyzed oats?

Old Lady: No, I don't think you kin. I know it would make me sick abed.

"Why, may I ask? Have you ever tried it?"

"No; but I see in its advertisement that it is recommended by the doctors."

Doing One Thing Well.

In order to maintain regular prices we adhere to the "rebate contract plan."

We manufacture an excellent laxative remedy and advertise extensively to make business for the drug trade and ourselves.

We do not claim to excel in other things, but we endeavor to do one thing well and to give satisfaction to the trade.

We appreciate the friendly interest which druggists generally have taken in the sales of our remedy, Syrup of Figs, and we thank them most cordially. We are,

Yours truly,

San Francisco, Cal. Louisville, Ky.
New York, N. Y.

California Fig Syrup Co.

Energetic First Aid.—At the annual collective examination held in Natal, in a paper on health and temperance, the question occurred, "Write out some simple directions to be followed in cases of convulsions in infants." One answer ran thus: "Put the infant quickly into a bath of boiling water up to the neck. Put ice on its head. Then give him a mild epidemic, followed by a teaspoonful of castor oil."—*The Lancet.*

Mr. Byron C. Gould, business manager of the M. P. Gould Company, drug-store advertisers of New York, left July 16 for a six weeks' fishing trip in Minnesota. Mr. Gould took his family with him, and they will visit friends in Indiana and Kansas before going to Minnesota. Mr. Gould is an expert shot with a rifle, having brought back with him from his Maine hunting trip last fall quite a pack of venison; but he wants to know the "feel" of the Minnesota muscallonges and bass.

How He Keeps Contented.—W. H. Truesdale, president of the Delaware and Lackawanna Railroad, says *Success* (June), was discussing the question of happiness with a friend not long ago. Various arguments were advanced as to the best way to find contentment. Said Mr. Truesdale:

"I was greatly impressed with a little talk I recently had with the president of one of the largest banking institutions in the country. I met this man about six o'clock one night on an elevated train in New York City, and expressed surprise that he should have been working at his office so late in the day. 'This is nothing unusual for me,' said the bank president: 'I am down town as late as this every day, and very often I remain until seven o'clock. I have tried a good many ways to find contentment in my life, and have decided that the only thing that brings it is good, hard, steady work, day in and day out.

"These words have stayed with me ever since. There are many people in this country whose one aim in life seems to be to get money by 'hook or crook,' without working for it, and there are many others who inherit large fortunes. These persons spend their lives in dawdling in this corner and that corner of the world, trying to spend their time without doing anything in particular, and they fail utterly to find the peace and happiness of which they are in search.

"Young men, and old men too, should learn the truth that the only real, lasting pleasure in life comes from being actively busy at some work every day: doing something worth while, and doing it as well as you know how. The more we appreciate this fact the more will we be able to make the most of our lives."—*Literary Digest.*

"What did the doctor pronounce your ailment?" inquired she, with a tremor of anxiety in her tone, as she came into her husband's sick-room. "He pronounced it as if it were spelled bronkeetus," exclaimed the indignant Bostonian, straightening himself up in bed, "and I requested him at once to make out his bill and go."—*Chicago Tribune.*

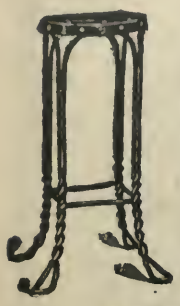
Customer: I er—I haven't any change with me this morning: will you trust me for a postage-stamp until to-morrow?

Drug Clerk: Certainly, Mr. Jones.

Customer: But suppose I should get killed, or——.

Drug Clerk: Pray don't, don't speak of it, Mr. Jones. The loss would be but a trifle.—*Chicago News.*

CHICAGO WIRE CHAIR CO.



PATENTED

We Manufacture Those Wire Chairs, Tables, Soda Fountain Stools that have become so popular. . . . . .

Write for Catalogue.

They are not riveted together
They will not come apart
They will last forever
They are made of tempered steel wire
They are indestructible
They are light, airy and attractive
They are easy to keep clean
They are not expensive
They are the best on the market

70 JEFFERSON STREET, - - - CHICAGO, ILL.

THE BROOKLYN COLLEGE OF PHARMACY,

265-271 NOSTRAND AVENUE, BROOKLYN, N. Y.

NEW COLLEGE BUILDING.

Fall Term begins September. Lecture Fees for Juniors, Seniors and Post-Graduates, Each $80.00

The Chemical, Pharmaceutical, Dispensing and Pharmacognosy Laboratories are thoroughly equipped for practical work. Library, Herbarium and Botanical Gardens for use of the students.

Send for Prospectus. WILLIAM HARLOE, CLERK OF COLLEGE, BROOKLYN, N. Y.

WHERE WAS HE SHOT?—"Did you say the man was shot in the woods, doctor?"

"No, I didn't; I said he was shot in the lumbar region."

THERE are some uses to which alcohol is put where wood alcohol serves exactly the same purpose, with a considerable saving in cost. One of the finest and purest specimens of wood alcohol on the market is Colonial Spirits. This product is made by Berry Bros. of Detroit, Mich. It is sweet smelling, clear as crystal, and is the ideal fuel for spirit lamps and other similar contrivances.

SOME SONGS.—

"Come where my love lies dreaming" with illuminated cover.
"Trust her not" for fifty cents.
"I would not live always" without accompaniment.
"See the Conquering Hero Comes" with full orchestra.
"When the sun shall set no more" in C.
"There was a little fishermaiden" in three parts.
"The Tale of the Swordfish" with many scales.
"After the Ball" for second base.
"Home, Sweet Home" in A flat.
"Our Director" published at thirty cents.

—*Harvard Lampoon.*

FUN AND FIZICK.—A Long Face never maid a Saint, an a Laffin Kountenents iz the nex best Thing 2 a Good Square Meel.

If you no a Pritty Gurl who Never Laffs yu mabee Shure She haz bad Teeth.

A Smaul Boy kan git Moar Fun out ov an Ole Barrul hoop than u or i Kan out ov an oughtermobeel.

Fun iz as Necessary tu the Growin Yungster az Sunshine is 2 a Kabbage.

As soon az yu Stop havin Fun you begin 2 hav morgages, Dispepsyay & Bald Heds.

Awl Statistics go 2 sho that very phew Men hav ever died ov 2 much Cheerfulness.

If u let worry & Patent medicine alone u will B a long time Dyin.

The man Who Laffs at Seein a little Kat run around after its Tale may knot ever B the president ov a Rale Road, butt e iz 1 u ma Trust.

I hav moar Konfidence inn a Man who noes How to Laff, than in 1 who Awlways Trys 2 look Dignifide.

— DR. R. E. LEEK, in *The Clinic.*

THIS is the time of year when shoe polishes are in greatest demand; and there is no polish that quite stands the test so well as Whittemore's.

THE fact that we can't take our money with us when we die is a great consolation to the legal profession.

"DOCTOR, I don't know what's the matter with me. I can't sleep at nights now."

"Um! Let's see. What is your business?"

"I'm a night watchman."

"Ah, your case is a remarkable one! I must write it up for our Monthly Medical Record."—*Boston Traveler.*

"MONTSERRAT" NO COMMENTS NECESSARY

LIME FRUIT JUICE

The Up-to-Date Pharmacist will judge (by scientific methods) between "MONTSERRAT" and ALL other brands.

THIS IS ALL WE ASK

"MONTSERRAT" is the UNDILUTED juice of cultivated limes. Most brands are DILUTED juice of limes in any condition. NOTE THE DIFFERENCE.

IMPERIAL EQUAL TO OTHER IMPORTED BRANDS, $2.50 DOZEN.

"MONTSERRAT" is cheaper by comparison. FROM ALL JOBBERS. $3.25 doz., F. O. B. New York.

LIVERPOOL and LONDON, Eng. MONTREAL and TORONTO, Canada. EVANS and SONS, 133 William St., New York.

O. I. C.

OVER 100 PER CENT PROFIT TO THE RETAILER IN

DR. HOOD'S PREPARATIONS

HONDURAS SARSAPARILLA . . . $1.00 SIZE . . . $5.40 PER DOZ.
MAY BLOSSOM HONEY . . . . . 50c. SIZE . . . $3.75 PER DOZ.

Other Preparations in same proportion, and very best quality.

ALL JOBBERS. DR. J. C. HOOD, LOUISVILLE, KY.

"I'd like to know," said the business manager of the medical journal, "whether this doctor down in Reuben County is a pure jay or one of those smart ones."

"What about him?" asked the editor.

"He has sent in a lot of chestnuts for a year's subscription."

EVER ON THE INCREASE!—Not a year goes by—nay, not a month—but that some distinct growth is registered in the business or the equipment of Parke, Davis & Co. of Detroit, Mich. Indeed, a picture of the manufacturing plant is scarcely taken before it is out of date. New buildings go up

and entirely change the panorama. The accompanying engraving is reproduced from the latest picture. The new "science building" is shown on the river front just to the left of the center of the view, and to the left of this in turn, and behind it, is a large building which occupies three sides of a square, and which is now in process of construction. The latter building will be used entirely by the finishing, stock, and shipping departments. The other buildings shown in the view are more or less familiar to pharmacists who have visited the plant during the last two or three years. It may be added that five city blocks are now occupied by the various laboratories.

AT THE OPERA.—

I've been an' heerd the opery—an' I reckon it wuz grand;
But the music I've been raised to is "Dixie" by the band,
"'Way Down in Alabama," an' "Darlin' Nelly Gray,"
An' that bifalutin' singing made a feller lose his way!

An' then the words wuz furrin', an' I r'aly never knowed
How to track 'em and to keep 'em in the middle o' the road;
Fer what I wuz a-wantin'—but I hoped for it in vain—
Wuz a lively double-shuffle, an' "Han's roun', Liza-Jane!"

But the folks applauded lively, till all the house was stirred,
Tho' them that cheered the loudest couldn't understand a word!
An' I hired of a feller fer a quarter of a dollar
To nudge me at the proper time an' tell me when to holler.

I stood it out, right noble, an' when the thing wuz through,
Sez I, "I reckon that you done the best you all could do;
But you didn't hit me heavy!" An' I struck, on comin' down,
A feller whistlin' "Dixie," an' follered him roun' town!

—FRANK L. STANTON.

Two druggists recently met in a street-car. One said to the other:

"Is there anything that makes you more tired than to have a cork break off when you twist it into the neck of a prescription bottle?"

"No," replied the other, "but I never have that trouble."

"How do you avoid it?"

"Easily enough—I always use the 'Gold Label' brand of corks manufactured by the Paddock Cork Co., of Brooklyn, N. Y."

SALTSBURG

BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.

(18 miles out of Pittsburg.)

Princeton Tooth Wash
2¼ oz.

MANUFACTURERS OF

FINER GRADES

POT FLINT

Glass Bottles.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

NOTE TRADE-MARK)

This is the original of all others in Liquid form.

CARPENTER'S

WATER - PROOF LIQUID

COURT PLASTER.

HEALS CUTS, BURNS, WOUNDS, and all ABRASIONS of the SKIN

CANT BE BEAT

It is an invisible, water-proof, pliable, antiseptic, germ-destroying plaster, healing rapidly We OFFER $1,000.00 for every drop of COLLODION, Acid, or Gun Cotton found in this preparation.

Toilet size, 10c. Physicians' size, 25c. Ask your Jobber for it.

Manufactured by CARPENTER CHEMICAL CO., Detroit, Mich., U. S. A.

One of the most satisfactory ice crackers is the "American" cracker, manufactured by the Fargo Creamery Supply House of Lake Mills, Wis. A picture of this instrument is shown on advertising page 40.

An Old Story, But a Good One.—This is an instance where a bad cold caused a startling conversation. A modest young newspaper man was invited to a party at a residence where the home had recently been blessed with an addition to the family. Accompanied by his best girl, he met his hostess at the door, and after customary salutations asked after the baby. The lady was suffering from a severe cold, which made her slightly deaf, and she mistakingly supposed that he was inquiring about her cold. She replied that, though she usually had one every winter, this was the worst she had ever had; it kept her awake at night a good deal at first and confined her to her bed. Then, noticing that the scribe was becoming pale and nervous, she said that she could see by his looks that he was going to have one just like hers, and asked him if he wished to lie down. The paper came out as usual the next week, but the editor has given up inquiring about babies.—*Medical Record.*

The easiest way to work up a good trade in wood alcohol for use in chafing dishes and the like is to have a dozen pint bottles, nicely labeled, placed on the counter where they may be seen. And probably no product will be as satisfactory as "Columbian Spirit." This is a colorless product of pleasant odor; and it is made by the Wood Products Co., of Buffalo, N. Y.

"Bowdleigh doesn't drink anything."
"It's hereditary. His father was crazy too!"

The Bulletin is in receipt of this year's prospectus of the Chicago College of Pharmacy, of Chicago, Ill. Every prospective student in the Middle West should write at once for a copy to W. B. Day, Actuary, 465 and 467 State Street. Chicago, Ill. Even if there were not abundant evidence already, this catalogue makes it clear that the Chicago College is admirably equipped. The engravings show that the lecture rooms are large and commodious and that the laboratories are provided with every requisite.

Opposed to Modern Bank Methods.—One of the first adjuncts to civilization when it first reached Pine Hill City, on the western frontier, was a bank—an institution with the workings of which some of the residents were not familiar. One of its first depositors was an old man named Johnson. A few days after making his deposit he wanted money and entered the place with a gun in his hand.

"Want some money to-day?" queried the president. "Well, it's ready for you."—*Literary Digest.*

A NEGRO rushed almost breathlessly into a drug store and handed the clerk a slip of paper, on which was written: "One vaccine point, ten cents." On receiving it, the colored man turned the little package over and over, and failing to see any directions, said: "Say, boss, does yer take it in watah?"

AMONG JOBBERS AND MAKERS.—Little things count. A metropolitan druggist asserts that a penny vending machine, stationed near his door, pays his rent every month—no small item, either, as he is located in a region where rents are high.

The Curtiss-Williams Co., of Chicago, has perfected a novel machine which is shown elsewhere in this issue of the BULLETIN. It sells gum, chocolate, and salted peanuts, all put up in attractive penny packages and of excellent quality. The peanuts, for example, are of the best Virginia hand-picked variety, costing nearly twice as much as the lower grades often sold, consequently purchasers of one package come back for more. The machines themselves are artistic, and the goods vended show to the best advantage.

A customer who is unwilling to invest so small an amount as a penny in a store will often hunt through his pockets for an odd cent or two to drop into the vending machine. The machine works 24 hours a day and 365 days per year, without salary. It has a good reputation and constantly growing sale.

DRUGS TO CHARM THE HEART OF WOMAN.—In "Paolo and Francesca," the thrilling four-act tragedy by that young and promising writer of the poetic drama, Mr. Stephen Phillips, which was first produced at the St. James's Theatre, London, one of the scenes is a drug-seller's shop in Rimini. To this shop come maiden and youth to change, modify, or strengthen their own love, or alter the heart burnings of others by the aid of magical drugs. This is exemplified by the purchases made by a bevy of fair lasses from Tessa, the daughter of Pulci, the drug-seller.

"I want a cure for love," says one. "Are they very expensive? It is terrible not to be able to sleep at nights."

"Here is one that will bring you back sleep and cure you entirely," suggests Tessa. "I don't know I want to be cured altogether," replies the other. "Come, now," says Tessa, "will you take it?" "Yes; I think I'll have it, and take it *very slowly*."

Later on Giovanni, the elderly husband of the convent-bred and youthful Francesca, arrives at the shop. Paolo loves and is beloved by Giovanni, his brother; but since the marriage he has unwillingly fallen in love with Francesca, and she, equally unwillingly, with him. Hence the tragedy—the murder of his brother and his wife by Giovanni—which concludes the play.

The conversation between the drug-seller and Giovanni proceeds somewhat thusly in tragic style:

"No one saw you enter," whispers Pulci to Giovanni. "Softly sir, what do you seek?"

"Some dire potion that can enthrall woman's dreamy heart and all her thoughts."

"This ordinary night drink will move her to your heart for one day."

"One day, what is the use of that to me?"

"This one, then, will produce you infatuated days."

"Days! Days! Here is the purse."

"Get you quickly gone, sir."

He is about to depart, when the arrival of Paolo compels him to hide behind a curtain.

Paolo is seeking "some drug that can fetch down the eternal sleep anticipating the slow mind of God."

"'Tis for thyself?"

"For myself."

NO DRUG PAINT STOCK COMPLETE WITHOUT IT

ATLANTA COLLEGE OF PHARMACY

Well equipped laboratories, excellent teachers, a free Dispensary, where hundreds of prescriptions by the best physicians are compounded daily by the students under competent instructors. Students obtain first-class practical instruction as well as that of a theoretical nature. There is a greater demand for our graduates than we can supply.

Address DR. GEORGE F. PAYNE, Dean, No. 7½ W. North Avenue, ATLANTA, GA.

Here Paolo explains his need of the drug, because he has "love for another's wife, my brother's wife and my sister."

"For such a drug the price would be great."

"Usher me to oblivion," answers Paolo.

"This drunk off, in one hour would terminate thy woe."

Paolo takes the vial, throws down a purse of money, and departs, the while Giovanni comes forth from his hiding-place.

"I follow him," says the drug-seller. "If suddenly he dies he must not lie too near my door."

Then, Pulci returning, a passage ensues between him and Giovanni, in which the latter threatens him with death if anything happens to his brother, but "till to-morrow night I stay my hand."

An effective scene is terminated by the drug-seller caressingly raking over his fees of gold and calling, "Tessa, Tessa, you have your wish. To-morrow night we run."—*British and Colonial Druggist.*

SCHOOL OF PHARMACY

OF THE MEDICO-CHIRURGICAL COLLEGE OF PHILADELPHIA.

Session begins October 1st, 1903. Two terms of seven months each leading to degree of Graduate in Pharmacy, Ph.G.; Post-Graduate Course leading to degree of Doctor of Pharmacy, Phar.D. The course is thorough and practical—two-thirds of the time being devoted to work in Microscopical, Pharmaceutical and Chemical Laboratories. Students in pharmacy have FREE access to the Medical and Surgical Clinics as well as to the various branches of medical teaching of the Medico-Chirurgical College.

Fees, $75.00 each term including Quizzes and Laboratory work. For announcement or other information address,

HARVEY H. MENTZER, Ph.G., Dean.

A DRUGGISTS' PASTE THAT STICKS

And Ten Times Cheaper than Mucilage.

SEND 50 CTS. FOR RECEIPT TO

E. M. B. SCOTT, - DRUGGIST, - OTTUMWA, IOWA.

A WISE CLERK.—A Chicago druggist perpetrated a cruel joke on a customer who intended to commit suicide the other day. The intended victim of the suicide mania asked for a bottle of poison, and the clerk, anticipating his intentions, filled the bottle with a harmless liquid. The man repaired to his home, dramatically drank the contents of the bottle in the presence of his wife, sank to the floor in a heap, and prepared to die. But he didn't die; on the other hand he surprised his wife and himself as well by getting up on the floor in an hour or so and walking from the room dejectedly.

WHAT DID THE RECTOR MEAN?—For the sake of the rector, who is young and artless, let his name be unknown. But the story is true, and it occurred last week, and each woman is busy with its narration. There is an organization in the church; what its uses are only the members know, but it is called "The Little Mothers of the Church." Now, this rector was giving out a notice about it the other Sunday, and how a woman could join it, etc. And thus he made this announcement, which created a flutter and a gasp: "Any lady wishing to become a Little Mother can do so by calling on the rector any Friday, in his study attached to the church." And a murmuring wave, like a sudden wind in the forest, went over the congregation.—*San Francisco News Letter.*

THE "Expert" has something further of interest to say on advertising page 42 of this issue of the BULLETIN. He is a great chap, that Expert!

NO CAUSE FOR COMPLAINT.—Mourner: Well, why don't coroners hold inquests over the bodies of all persons who die?

Coroner: Why, you see, madam, it is only those who die without medical advice. When a person dies under the care of a physician, the public is satisfied as to the cause of death. —*Ex.*

RANDALL'S GOLD MEDAL GRAPE JUICE—A FAMILIAR SCENE IN UP-TO-DATE DRUG STORES.—We take pleasure at this time to call special attention to the Randall Gold Medal Grape Juice, which is so extensively advertised to the trade as "Best of All." For many years unfermented grape juice has been placed upon the market and advertised for medicinal purposes, but it was the Chautauqua Fruit Company, producers of this modern grape juice, who first advocated its further use as the "Great Health Drink." It has entered the American homes as a delicious table beverage. It can be found at the stores of all the best druggists and confectioners—served as a refreshing and invigorating drink. It is not an unusual scene, that which we picture here where this grape juice is being served from the Randall Grape Juice Fount—a true salesman that is sent to every druggist who handles this brand of grape juice in sufficient quantities. Be careful in specifying Randall's to your jobber, and that you wish the best grape juice. If you want Randall's Gold Medal Grape Juice accept no other "just as good"—an expression without meaning and without truth—but write "Randall," Ripley, New York, who will extend you a unique and novel proposition, illustrated advertising matter, and samples.

TITLES MILITARY.—At the Marlborough last night a Southerner and a New Yorker were discussing titles North and titles South, especially titles military. "Military titles South don't mean much," said the New Yorker. "Any one who desires can be a colonel, and none of your real military men are less than generals." Just then a tall, military looking man, with gray hair and mustache, wearing a sweeping frock coat and silk hat, entered the room.

"Do you know him?" asked the Southerner.

"No, but he looks like a Southerner," was the reply.

"That is Col. Levin Lake, of Baltimore."

"A colonel, of course."

"Of course, but he disproves your claim. That man was one of the bravest leaders in the Confederate army. He was the youngest man to command a full brigade."

"How is it, then, he is not a general?"

"We will ask him," and the Southerner introduced the two and put the question.

"Well," said Col. Lake, "I would have been a general, right enough, if it had not been for Gen. Sherman. He came right along, sir, on that little march of his, and captured my commission. That, sir, is why I am only a colonel."—*New York Tribune.*

He Called it Jawache.—Mrs. Nagum: "The influenza has settled in my jaws, I believe."

Mr. N.: "Nonsense! It only attacks people in weak places."

If you make your own distilled water the cheapest and most satisfactory still is that known as the "Sanitary." It is manufactured by the A. H. Peirce Manufacturing Co., of 140 North Green Street, Chicago, Ill. This still will utilize either a stove or a gas flame, and works admirably.

"Say, mamma," said four-year-old Flossie, who had eaten intemperately, "my sash is just like the window sash."

"Why is it, dear?" asked the mother.

"Because it's all around the pain," replied Flossie.

Doctor (angrily): "You put in something that wasn't ordered in the prescription, and now the patient is quite well."

Drug Clerk: "Well, then, write your prescriptions so they can be read."

"New Skin"—this is probably the most conspicuous of all the liquid court plasters. It is a fine seller from Maine to California, and the druggist who doesn't stock it isn't up to his business. "New Skin" is made by the Douglas Manufacturing Co. of 96 to 102 Church Street, New York.

Hoax: I understand, old boy, that your baby's having trouble with his teeth.

Joax: You've got the wrong impression. It's his mother any myself that are having the trouble.—*Philadelphia Record.*

"Oh! oh!" moaned Mrs. Weeks, who was suffering from a decayed molar, "why aren't people born without teeth, I'd like to know?"

"Why, my dear," exclaimed the husband, "do you happen to know any one that wasn't?"—*Selected.*

One manufacturing chemist prides himself upon the production of a particular article. Another plumes himself upon a second product. Almost every large manufacturer has one or more specialties on which he has particularly made a reputation. Caffeine is the stronghold of the Roessler & Hasslacher Chemical Co. of Chicago and New York. The caffeine of this house has become famous.

Schedule for an Up-to-Date New Yorker.—

8.00 A.M. Jump out of bed.

8.04. Bath and shave.

8.08. Dressed.

8.10. Bound downstairs to breakfast.

8.15. Bolt breakfast and read headlines. Say "Yes" and "No" to wife four or five times.

8.21. Sprint to Elevated.

8.25. Wait one minute for train, and swear at delay.

8.50. Rush into office. Dock three clerks for being three minutes behind.

9.00 to 12.30. Do a great business. Telephone eight times, write four hundred letters, see ten men.

12.34. Hurry to restaurant.

12.36. After waiting nearly fifty seconds to get waited on, cram down a sandwich, a piece of pie, and a cup of hot coffee. Time wasted in doing so, one minute and thirty seconds.

12.42. Back at office.

12.50 to 6.00. More business. Telephone twelve times, see eighteen men, answer four telegrams, and write one hundred and fifty more letters.

6.15. Rush to Elevated to get express. See it coming in distance and jump up four steps at a time. Last man in.

6.45. Run upstairs to room. Strip off business clothes in three minutes. Pull on evening clothes in three minutes more.

6.52. Fume because dinner is two minutes late.

6.54. One hour at dinner. Awful bore. Fidget all the time. Guests.

7.53. Smoke.

8.00. Theater. Leave wife at second act to go to club.

9.40. Hearts at club.

10.15. Hearts too slow. Change to bridge.

12.00. Home and meet wife on stairs. Kiss her good-night and jump into bed. Dead to the world.—*Life.*

BEESWAX

PURE REFINED BEESWAX.
"W. H. B."

In 2-lb. cakes in cases of about 130 lbs
In 1-lb. cakes in cases of about 130 lbs.
In ½-lb cakes in cases of about 130 lbs.
In ¼ lb. cakes in cases of about 130 lbs.
In 1-oz. cakes in 2-lb parcels in cases of 54 lbs.
French Refined, in 1-lb. cakes in cases of 130 lbs.

PURE WHITE BEESWAX.
"W. H. B."

IN CASES OF 54 LBS.

In round cakes in 2-lb parcels, or in oblong cakes loose.
In 1 oz cakes in 2 lb parcels.
Plain blocks of 7½ lbs. in cases of 250 lbs.
White Wax.—Plain round cakes in 2-lb parcels in cases of 72 lbs.

Weights and Quality Guaranteed.

This is the best-liked *BEESWAX* that has ever been sold, because it is *Pure*, and can be relied upon at all times It has stood the test for 30 years. The makers are having it analyzed systematically by the most eminent Chemists in Boston and New York, and other large cities of the United States, directly from the stock of the dealers, as a guarantee for their customers.

W. H. BOWDLEAR & CO.,
149 PEARL STREET, - BOSTON, MASS., U. S. A.
CABLE ADDRESS—"BOWDLEAR, BOSTON."

MANTRAP PERFUME.—An Irish girl writes to a Northern chemist: "Please send me 1s. worth of the oil of come-along. I was engaged to be married, but the boy is dropping from me." It needed the poetry of the Celtic brain to translate the meaningless title which Johann Maria Farina gave to his perfume into this pretty fancy; and if the come-along does not fetch the wandering boy back to fair Elleen Mavourneen, he is not worth having.—*Chemist and Druggist.*

COLD WEATHER PROFITS FOR THE SODA DISPENSER.—Although the cold soda season is now just at its height, the far-sighted dispenser of soda water with an eye to continuity of business and future profits (and who has not already, during previous fall and winter seasons, installed a hot soda dispensing outfit) is now considering the matter of meeting the demands of his trade during the approaching hot soda season. In fact, thousands of dispensers of cold soda who have not heretofore favorably considered the hot soda proposition have now become aware that this department of the soda-water business is fully as essential and satisfactory as the cold soda business (and can be conducted at far less initial expense), and are now casting about for the most satisfactory lines of apparatus and supplies for such an equipment.

In this connection it is with pleasure that we refer to the advertising insert of The Liquid Carbonic Company, appearing between pages 16 and 17 of this issue, on page one of which is advertised the special facilities of this concern for meeting every requirement of the dispensing trade in the way of hot soda apparatus and supplies of all descriptions.

Under the caption "For Winter Business Try 'Liquid' Hot Sodas," the dispenser is rather pointedly reminded that while six months' soda-water profits are well enough in their way, twelve months' profits make a bigger bank balance, the question being asked, "Why not push your soda-water business twelve months in the year?"

For the convenience of dispensers who desire to take up the hot soda proposition at a minimum initial investment, the "Liquid" particularly refers to their special $25 outfit No. 376.1, which not only includes everything required for the dispensing of hot soda beverages, but is also, so far as the apparatus itself is concerned, as attractive and efficient in operation as any higher priced equipment on the market, the only difference being, of course, as to size. In addition to this

SPECIAL HOT SODA OUTFIT No. 876.1
$25.00
THE LIQUID CARBONIC CO.

special outfit, the line of hot soda apparatus and supplies manufactured by The Liquid Carbonic Company is not equaled in extent and variety by that of any other concern manufacturing or dealing in such goods. Dispensers should also bear in mind that with all orders for equipment of this character, from this concern, there is supplied, absolutely free of charge, ample quantities of attractive and effective advertising matter of various kinds, including beautiful window displays, assorted menu streamers and hangers, cards, etc., in variety. All of this advertising is prepared in the general advertising offices of the "Liquid," and with the distinct idea in view of supplying to hot soda dispensers, free of all cost, a line of advertising suitable to their individual needs, and which cannot fail to work up a substantial and satisfactory patronage, producing actual results for the dispenser who uses it.

The new 1903-04 hot soda catalogue of The Liquid Carbonic Company is now in press and will be ready for mailing inside of the next week or ten days. If you do not receive a copy, a request from you, addressed to any one of the ten large establishments of the "Liquid," will be met with prompt response, and any special information which you may desire concerning equipment, prices, etc., or special information covering the successful conducting of a hot soda business.

On the reverse of the advertising insert referred to there is given a brief description of a magnificent cold soda apparatus recently installed by this concern in the store of the Hegeman Co., New York City, together with a handsome photographic reproduction of the fountain itself, from an end view, which latter, however, of course fails to convey even a faint idea of the size, exquisite beauty, and attractiveness of this fountain, which is, by the way, the largest and most costly cold soda apparatus ever built.

This soda fountain cost to build and put in operation $25,000—and in its completed entirety represents $25,000 worth of soda fountain. And that which we have accomplished in this instance, in beauty and utility—on a large scale—we are daily accomplishing on a lesser scale. Whatever your requirements of size or cost, we are prepared to meet them—economically, completely, and satisfactorily.

With reference to the facilities of The Liquid Carbonic Co., for the prompt and satisfactory meeting of the requirements of their immense trade with both hot and cold soda dispensers, on apparatus and supplies, the fact should not be lost sight of that their Chicago establishment (which is one of the largest of their ten large establishments) has recently occupied their magnificent new eight-story building, corner of Michigan and Wells Streets, this building, together with their old quarters in the same block, giving them 66 2/3 per cent of the entire ground space in the block. This, also, is exclusive of their immense soda fountain factory proper, which is also located in Chicago.

For catalogue or any information, write, wire, or 'phone any one of the various establishments of The Liquid Carbonic Co., at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, or Dallas, Texas.

"WOULD you advise me to take an ocean trip, doctor?" asked the invalid. "No," was the reply: "I think a series of mud baths would benefit you more." "But, doctor," said the sick man, in tones that savored of hopelessness and despair, "I can't afford to go into politics."—*Chicago News.*

ONE of the most unique advertisements which has recently been gotten out by the New York Quinine and Chemical Works is the one printed this month on the rear cover page of the BULLETIN. Look at it!

AN INTERRUPTED 'PHONE MESSAGE.—One afternoon recently two young women entered a drug store where a telephone pay station is located. A solitary clerk, who was in the rear mixing a new headache cure, came forward. With a swish of silk petticoats, one of the young women walked up to him and asked if she might telephone to Cleveland. He gave his consent and went back to his medication. The young woman called Central, and said she wished to speak with Mr. Charles Upton, of Cleveland.

"It costs ninety cents to telephone there just for three minutes," she said to her companion while waiting for an answer. "But I can say all I want to in that time, and, cost or no cost, I've simply got to ask Charlie to-day if he'll come to the valentine party. I don't dare risk a letter for fear that spiteful little Miss Simpson will get in ahead of me. I heard she was planning to write and invite him. Before I ask him, though, I'm going to have a little fun. People say I'm good at disguising my voice, especially over the telephone. I'll wager anything he won't know me."

In a few minutes the bell tinkled. Mr. Upton was at the other end of the line.

"Hello!"

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

"Is that you, Charlie?

"Guess who this is?"

"You can't?

"Oh! yes, you can.

"Well, try.

"Oh! just guess.

"Please.

"Agnes Simpson! No, indeed!" (Assuming her ordinary tone). "What made you think it was Miss Simpson, I'd like to know?

"You can't think of anyone else? Well, it seems very strange you can't recognize my voice." (Special stress on "my".)

"No.

"Well, can't you tell me who you think it is?

"Yes—but you thought quite wrong."

A similar conversation was prolonged for some little time. The clerk, in his secluded corner, began to be quite amused. He looked at the clock. Then he went forward again.

"Pardon me, lady," he said, "but your bill is already $2.40. I thought perhaps you——"

"Oh—h!" almost shrieked the young woman as she hung up the receiver with a bang. "Two—dollars—and—forty—cents! Why, it doesn't seem more than a minute, and I never asked him what I wanted to or anything! Come on," turning to her friend.

And as she went pouting out of the store she was heard to say:

"Well, I don't care. He was just as mean as he could be not to know my voice at once. I almost believe he didn't want to. He can stay away from the party so far as I am concerned. Miss Simpson is welcome to him."—*Detroit Free Press.*

DO YOU MAKE YOUR

ICE CREAM

FROM CUSTARD?

DON'T DO IT? YOU CAN INCREASE YOUR BUSINESS TENFOLD BY USING

SAENGER'S

CRE-MO

TRADE-MARK.

SOLVES THE PROBLEM OP A GOOD PROFIT IN 5 CENT ICE CREAM SODA.

Used by all up-to-date druggists, confectioners and venders of Ice Cream.

ITS ADVANTAGES.

1.—No delay in heating.
2.—Does not require the use of eggs or gelatine. Gelatine may be used if desired.
3.—One powder will convert one gallon of milk into pure cream, incomparable in richness and delicacy of flavor.
4.—Increases the body of frozen cream by at least 33⅓ per cent.
5.—Lessens the consumption of ice, as by its aid cream is frozen in half the time.
6.—Renders the cream perfectly solid and as smooth as velvet to the taste. (Custard cream freezes in small granules.)
7.—Does away with the formation of crusts of ice as is always found in Custard cream, due to sweating on the inside of the container.
8.—Renders cream more healthful and acceptable to weak or delicate stomachs.

Boxes containing 12 powders of 10 grs. each,	50c. box.
Boxes " " " "	$4.00 per doz.
Ounce bottles	1.00 per oz.
Pound bottles	12.00 per lb.

Further particulars upon application.

PREPARED AT SHREVEPORT, LA., BY

SAENGER BROS., The Mfg. Chemists.

FLY BUTTONS Six heavy sheets, 8½ inch diameter, poisoned paper, red label, wire staple through center, called buttons from circular form. Kills flies and ants quickly. RETAILS AT 5 CENTS.

FOR THE TRADE.

30 cents per dozen—Fancy Boxes, 3 dozen. Place on show-case, sales increase five-fold. Pays to push. Each box has a coupon, equivalent to 5 cents per dozen off.

PREMIUMS.

For 2 coupons—Rubber Dating Stamp worth 40 cents.
For 3 coupons—Pat. Pneumatic Ink Bottle worth 60 cents.
For 6 coupons—¼ gross Fly Buttons.

START YOUR TRADE with free samples (one sheet in envelope) furnished through jobbers. These create demand at once, for Fly Buttons bear acquaintance—sell better every year—not one season novelties. No mistake in ordering trial gross from *your jobbers*. For sample write

THE FLY BUTTON CO., Maumee, Ohio.

LOGICAL.—Willie: Pa, can any one see through glass?

Pa: Certainly, Willie.

Willie: Then why can't Uncle Henry see through his glass eye?—*Exchange.*

THE druggist who specifies "Rosengarten's" when buying fine chemicals for medicinal use never makes a mistake.

A CHEERFUL SPIRIT.—"What did Col. Stillwell say about the brandied peaches we sent to cheer his convalescence?"

"He said he wasn't strong enough to eat the fruit," replied the little girl, "but that he appreciated the spirit in which it was sent."—*Public Health Journal.*

ASSISTANT: Here is a testimonial which might be worth publishing.

Patent Medicine Man: What is it?

Assistant (reads): "Before taking your valuable specific, I was afflicted with weak lungs, but to-day I am a Populist orator."

THE Armstrong Cork Co. makes some of the finest prescription corks in the market. When you get a "Circle A" or a "Circle B" cork you may know that it is right! All jobbers handle them.

"FLY BUTTONS"—every druggist knows what these are, and it is quite unnecessary to add that every druggist should handle this excellent brand of poison fly-paper. All jobbers handle it.

"I HAD supposed until yesterday, doctor, that the days of the bleeding of patients were past."

"And so they are. But what changed your mind?"

"The bill you sent me."—*Harper's Weekly.*

OVER 100 per cent is made on the preparations of Dr. Hood, of Louisville, Ky. The Doctor's main products are "Honduras Sarsaparilla," the $1 size of which costs $5.40 per dozen, and "May Blossom Honey," the 50-cent size of which costs $3.75 per dozen.

DOCTOR (to Gilbert, aged four): Put your tongue out, dear.

Little Gilbert protruded the tip of his tongue.

Doctor: No, no; put it right out.

The little fellow shook his head weakly and the tears gathered in his eyes. "I can't doctor, it's fastened on to me."

OUR APOLOGIES.—Last month the BULLETIN was unconsciously made a party to an unfortunate instance of literary piracy. It seems that the *New Idea* published a year ago a very good story of a misunderstanding between a Norwegian and a clerk in the drug store of A. C. Buck, of New Rockford, North Dakota. The man from Norway was trying to buy 10 cents worth of iodoform, but was understood by the clerk to say "Hi owe de firm 10 cents," and the complications that ensued were laughable. The story was so good that it was promptly "swiped" by the Frankfort (Kan.) *Review,* and since then has several times been reprinted as originating with the Kansas paper. The BULLETIN copied it last month in this department, and in giving credit to the Frankfort *Review* had no thought that it was failing to render unto Cæsar the things that were Cæsar's. Our apologies are tendered to the *New Idea.*

HOT SODA A MONEY-MAKER.—It gives us pleasure to call the attention of our readers to the attractive advertising insert of the American Soda Fountain Company. The American Soda Fountain Company are pioneers in the manufacture of fine soda-water apparatus and supplies. They are the largest and best dispensers' supply house in the world.

Between pages 8 and 9 of this issue of the BULLETIN will be found their latest and most attractive advertising insert. The first page is devoted to hot soda apparatus. The time is here when every soda-water dispenser should think of his winter trade.

Hot soda is sure to be as popular a drink as cold soda.

If you would make money twelve months of the year you should serve hot soda as well as cold. This company is

about to issue its new hot soda apparatus book, illustrating and describing the most efficient apparatuses for serving down-to-date winter beverages. The book is full of money-making hints and shows you how to make the soda-water business pay the year round. Hot soda is a money-maker. Why not

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES

AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

A Complete Course

IN

PHARMACY

For $10.

We teach you at your home. You study at odd times. You don't have to stop work. Our course is thorough and complete. Prepares for Board of Pharmacy examination—and it costs you only $10.00. Now, while you have it in mind, write for explanatory prospectus. This costs you nothing, and from it you can form an idea of our easy and excellent system.

AMERICAN CORRESPONDENCE UNIVERSITY,

3½ Main Street, LE ROY, N. Y.

THE "MARVEL WHIRLING SPRAY"

Marks a New Era in Vaginal Syringes.

Our Trade Mark, ***"Marvel Whirling Spray,"*** has been sustained by decisions of the ***United States Circuit Court.***

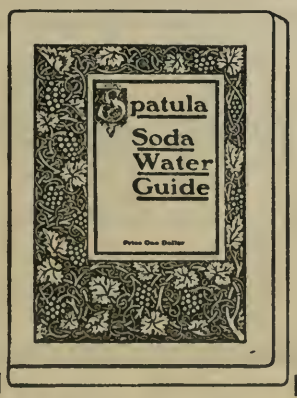
Our patents and trade mark are insured and protected against infringement by the ***Patent Title and Guarantee Co. of New York.***

TAKE NOTICE.

All infringements will be prosecuted to the full extent of the law.

MARVEL CO.,

Times Building, Room K, New York.



$500 to $1000 EVERY MONTH

Can be made from your Fountain if you study and follow this book

450 SUBJECTS

and more are touched upon in the Spatula Soda Water Guide. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box, and what to do with all the numerous accessories that now go with a fountain.

ITS FORMULAS

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

Price Postpaid with THE SPATULA, one year, $1.50.
Without THE SPATULA, $1.00.

THE SPATULA, - BOSTON.

serve it? We show two of the attractive Hot Soda apparatuses manufactured by the American Soda Fountain Co Send for their new Hot Soda books.

The second page treats of *everything* required or desired by the soda-water dispenser—tumblers, holders, spoons, lemon squeezers, ice-shavers, ice-cream dishes, ice-picks, etc. It also tells what Jo Anderson did and how he did it. The right way to make money is with a down-to-date American apparatus, American Fruit Syrups, Crushed Fruits, "Fruit Floss," and "Cherry Ferri." There is big money in the soda-water business if it is only run right. If there is anything you desire or require in your business, send your order to the nearest office of the American Soda Fountain Company and receive prompt attention.

"And how many children have you, Mrs. Murphy?"

"Foive. Two livin', two dead, and wan in Philadelphy."

Sympathetic Friend: And did your husband die peaceably?

Sorrowing Widow: Oh, I'm afraid not. We had three doctors.—*Chicago News.*

Druggists who need anything in the way of drug mills should write for circulars and descriptive matter to the Schutz-O'Neill Co. of Minneapolis. This house is one of the largest manufacturers of mills in the country.

A New York cooking school girl kneads bread with her gloves on, and an impecunious editor threatens that if his subscribers do not soon pay up he will need bread without anything on.

Evils of Substitution.—Speaking of asking for bread and getting a stone, a man rushed into the drug store the other day and asked for hot drops, and what do you suppose he got? Cold cream.

A new and elaborately equipped building is now possessed by the Brooklyn College of Pharmacy; and this institution is supplied, as it has never been supplied before, with all of the requisites for successful and thorough instruction. William Harloe is clerk of the College, and his address is Brooklyn, N. Y. Better write him for a prospectus.

Learning and Age.—Men of thought have always been distinguished for their age. Colon, Sophocles, Pindar, Anacreon, and Xenophon were octogenarians. Kant, Buffon, Goethe, Fontenelle, and Newton were over 80. Michaelangelo and Titian were 89 and 99, respectively. Harvey, the discoverer of the circulation of the blood, lived to be 80. Many men have done excellent work after they have passed 80 years. Landor wrote his "Imaginary Conversation" when 85; Isaak Walton wielded a ready pen at 90. Hahnemann married at 80, and was still working at 91. Michaelangelo was still painting his giant canvases at 89, and Titian at 90 worked with the vigor of his early years. Fontenelle was as light-hearted at 98 as at 40, and Newton at 83 worked as hard as he did in middle life. Cornaro was in far better health at 95 than at 30 and as happy as a sandboy. At Hanover Dr. Du Bolsy was still practicing as a physician in 1897, going his daily rounds at the age of 103. William Reynold Salmon, M.R.C.S., of Cambridge, Glamorganshire, died on March 11, 1897, at the age of 106. At the time of his death he was the oldest known individual of indisputably authenticated age, the oldest physician, the oldest member of the Royal College of Surgeons, England, and the oldest Free Mason in the world. —*Chambers' Journal.*

TOMMY: Pa, what is a football coach?
Dr. Figg: The ambulance, I infer.

THE Buffalo College of Pharmacy has one of the best faculties of any institution in the country. The Buffalo College is no cramming school!

THE cocaine manufactured by the Mallinckrodt Chemical Works is chemically pure beyond peradventure. There is no doubt about it. Careful and conscientious buyers will do well to specify "M. C. W." in buying cocaine.

THE FAITHFUL LOVER.—The Fancée: Were there many girls where you were staying?
"I should say so. Why, I didn't dare leave my room after dark."—*Life.*

THERE is just as much difference between various brands of absorbent cotton as there is in anything else. Some brands are good. Some brands are poor. If you buy the product manufactured at the Maplewood Mills of Fall River, Mass., you will be sure of getting that which conforms strictly to the requirements of the U. S. P.

FUN IN ADVERTISEMENTS.—Curiously worded advertisements that are funny without intent are common. A periodical offered a prize the other day for the best collection of such announcements, and the following is the result: "Wanted, experienced nurse for bottled baby." "Furnished apartments suitable for gentlemen with folding doors." "Wanted room by two gentlemen about thirty feet long and twenty feet broad." "Wanted, by a respectable girl, her passage to New York, willing to take care of children and a good sailor." "A boy wanted who can open oysters with references." "Bulldog for sale; will eat anything, very fond of children." "Wanted an organist and a boy to blow the same." "Wanted, a boy to be partly outside and partly behind the counter." "Lost, near Highgate Archway, an umbrella belonging to a gentleman with a bent rib and a bone handle." "Wanted, a good boy for punching." "To be disposed of, a small phaeton, property of a gentleman with a movable headpiece as good as new."

The Lippincott
...Improved...
"Snow Drift" Ice Shaver
It "Cuts Ice!"

Indispensable in the Serving of Phosphates and Other Modern Beverages

The Quickest "Snow-Maker"

It costs you only
$25.00

You get your money back if it doesn't suit you

American Soda Fountain Company

THE MARK
of Show Case Quality

This mark on a show case stands for quality. It means superior material, superior workmanship, and superior appearance. The kind of show case that attracts customers, and keeps its attractive qualities year after year.

"Quick Sales"
SHOW CASES

are built to last.
They are the product of a newly-equipped "1903" factory, under the supervision of an expert show case man who has grown up with the show case business.
Write us, and let us know your requirements. We will be glad to send designs and prices.

DETROIT SHOW CASE CO.,
483-490 FORT ST., W. - DETROIT, MICH.
CANADIAN BRANCH, WINDSOR, ONT
JOHN PETE, PRES. & SUPT.
HERBERT MALOTT, SEC'Y & TREAS.

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

AUGUST.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

DENTIST: "When did your teeth first begin troubling you?"
Patient: "When I was cutting them."—*Jewish Comment.*

IT is well to bear in mind that the real and true lanoline—the original trade-marked product—is sold in this country by Victor Koechl & Co., of New York. This house is the sole agent and licensee for the United States.

EXPECTANT FATHER: "Well, is it a little peach?"
Excited Nurse: "No, it's a little pair."

THE Highland Park College of Pharmacy, of Des Moines, Ia., is one of the good colleges of the country. It is open during the entire year and secures students from almost every State in the Union. The expenses are very reasonable. Send for catalogue to O. H. Longwell, President, Des Moines, Iowa.

PARSON JOHNSON: So dis little chile am a gal. Do de udder one belong toe de contrary sex?
Mrs. Jackson: Yais, pahson; dats a gal, too.—*Sel.*

ONE of the most reliable houses for the making of engravings is the Peninsular Engraving Co., of Detroit, Mich. And not only does this house produce superior cuts, but it also draws the original designs when requested to do so. In getting up any attractive illustrated advertising matter it would be well to write this concern for prices and specifications.

TEACHER: "What happens when a man's temperature goes down as far as it can go?"
Smart Scholar: "He has cold feet, ma'am."—*Tit-Bits.*

SPANISH BULL-FIGHTING AS IT IS.—It is easy to see that when the rules for bull-fighting were drawn up the bull was not consulted. He is brought into the arena to be killed, and the advantage his ferocity and his cutlass-like horns seem to give him is, from the moment he enters the ring until his carcass is dragged from it, handicapped by his own stupidity. As an Englishman has written, "No man who has a sense of true spirit would engage with a dozen other men against a brute that is so stupid as to expend its fury a hundred times in succession on a piece of red cloth, ignoring the man who holds it." The whole inwardness of bull-fighting is expressed in that paragraph. It is the popular opinion that the bull-fighter stakes his life against the life of the bull. But, as a matter of fact, while he is attacking the bull, the bull is attacking a crimson flag. When the *espada,* sword in hand, faces the bull there is supposed to be a duel between the man and the brute. But there is not. It is as though two men with swords fought a duel with one of them carrying a dish-cloth in his left hand, and while he lunged at the heart of his opponent, his opponent stabbed at the dish-cloth. It must also be understood that before the matador faces the bull, the bull has been bled by half a dozen darts, has been run off his legs until he is breathless and exhausted, and that he is surrounded by adversaries whose business it is, should the bull actually attack the matador, to blind the bull with their cloaks. The chances against the bull are illustrated by the fact that during the bull-fighting season in Spain, twice a week in every large city and town, from four to eight bulls are killed, while the proportion of bull-fighters wounded or killed is no greater than the proportion of college boys killed or hurt during a football season in America.—From "The Gentle Art of Bull-fighting," by Richard Harding Davis, in *Scribner's.*

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results.* It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

SISTERS OF CHARITY BECOME DRUGGISTS.—Among the thirty-nine graduates of the University of California's college of pharmacy, at the recent commencement over which President Roosevelt presided in Berkeley, there were four strikingly noticeable figures—four serene-eyed women in the distinctive garb of Sisters of Mercy, their black-robed, veiled forms strongly contrasting with the rest of the student throng of men in afternoon dress and girls in dainty light frocks. Side by side with frolicsome boys and light-hearted maids, these gentle, consecrated women had pursued the two years' pharmacy course, mingling daily among the collegians, yet not one with them. Never before here has the church which so shelters her devotees been willing to surrender to a public coeducational institution the task of educating and training her sisters.

Sister Mary Vincent, who had had five years' experience in the drug department of St. Mary's Hospital, took the examination of the State Board of Pharmacists last winter and received the diploma which is awarded only to those who have had four years' practical experience. Sister Mary Amanada of St. Joseph's, who has also had the required practical experience, passed the State examination, and the other two will undergo the test as soon as they have done the necessary outside work. Sister Mary Vincent is now in charge of the drug department of St. Mary's Hospital. She is a sister of the late United States Senator White.

LABOUCHERE AND AN ENGLISHMAN.—Justin McCarthy tells this story about Henry Labouchere, the eminent English journalist and politician, in *The Outlook:*

When Labouchere was attached to the British Legation at Washington—it was then only a legation—his room was invaded one day by an indignant John Bull, fresh from England, who had some grievance to bring under the notice of the British Minister. That eminent personage was not then in the house, and the man with a grievance was shown into Labouchere's room.

Labouchere was smoking a cigarette, according to his custom, and he received the visitor blandly, but without any effusive welcome. John Bull declared that he must see the Minister at once, and Labouchere mildly responded that the British Minister was not in the legation building. "When will he return?" was the next demand, to which Labouchere could only make answer that he really did not know. "Then," declared the resolute British citizen, "I have only to say that I shall wait here until he returns." Labouchere signified his full concurrence with this proposal, and graciously invited his countryman to take a chair, and then went on with his reading and noting of letters and his cigarette, just as before. Hours glided away, and no further word was exchanged.

At last the hour came for closing the official rooms, and Labouchere began to put on his coat and make preparations for a speedy departure. The visitor thereupon saw that the time had come for some decided movement on his part, and he sternly put to Labouchere the question, "Can you tell me where the British Minister is just now?" Labouchere replied, with his usual unruffled composure, "I really cannot tell you exactly where he is just now, but I should think he must be nearly half-way across the Atlantic, as he left New York for England last Saturday."

Up rose John Bull in fierce indignation, and exclaimed: "You never told me that he had left for England." "You never asked me the question before," Labouchere made answer, with undisturbed urbanity, and the visitor had nothing for it but to go off in storm.—*Literary Digest.*

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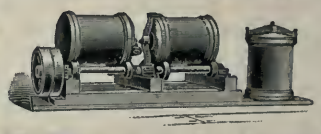

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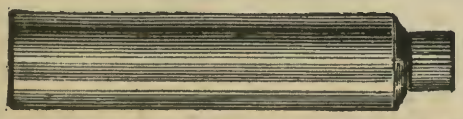

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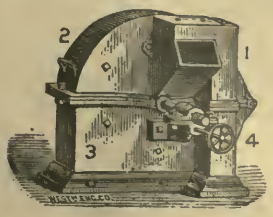

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EDITORIAL.

THE MACKINAC MEETING.

While the Mackinac meeting of the American Pharmaceutical Association last month was not particularly important or largely attended, it was unquestionably one of the most pleasurable of recent years. And this was largely because the holiday spirit prevailed. The gathering place was away from the busy haunts of men. It was entirely free from the nervous tension which one cannot hope to escape in any of our large American cities. The sweep of lake and strait and wood was magnificent; the air was as bracing as the waters of the Spring of Eternal Youth; and every one of the 250 or more persons in attendance felt in the mood to enjoy himself, his fellow members, and the various business sessions and entertainments with the utmost keenness and relish.

The proceedings themselves are concisely and critically reviewed on other pages in this issue, and there remains little to do in this place except perhaps to indicate the chief features of the meeting. The proposal to establish a "National Bureau of Medicines and Foods" aroused the greatest attention and consumed the most time. This Bureau was to improve and render more uniformly excellent the medicines and foods of the market; and it was the plan of the promoters to achieve this end by stamping the Bureau's seal of approval upon standard products. It was conclusively shown, however, that this would mean infinitely more detail, would involve much greater expense, and would yield at best far less satisfactory returns than the plan of exposing inferior products and thus either driving them out of the market or forcing improvement upon them. Messrs. Rusby and Jones advocated their case with marked ability, but the judgment of the association was against them; and the result was that the committee on the Bureau was continued and directed to bring forth another plan next year.

Next in point of interest created at the meeting, though far from next in importance, was the sensation caused by the discovery that one of several specimens of dithymol iodide (aristol) submitted by the Committee on Adulterations—a specimen indicating the presence of 40 per cent of impurities—had been purchased from the pharmacy of a prominent member and officer of the association. This incident was given an apparent significance by the recent history of phenacetine sophistication, and provoked a great deal of free comment in the lobbies; but no one doubts the innocence of the pharmacist involved who knows of his personal and professional integrity, who heard him indignantly repudiate the inference that his product was adulterated, and who was present when he insisted that a committee be appointed to make a searching investigation and unflinchingly report the facts at the Kansas City convention next year.

An accomplishment of real importance and necessity was the construction of a model anti-narcotic law at the capable hands of Professor Beal—a law of which the country in general, and the drug trade

in particular, stand in urgent need. And not of less ultimate importance, though in a far different sense, was the successful initiation of the new Historical Committee under the able guidance of Dr. Kremers. The one evening session devoted to the Committee was largely attended, was pleasurable in the extreme, and indicated beyond peradventure that the committee will lack for neither interest nor material in its important work of reclaiming the past and thus paving the way for a better knowledge of the future.

There was no dearth of papers at the Mackinac meeting. No fewer than 35 were presented at the Scientific Section; and most of them were of a high order of merit. The Section on Practical Pharmacy and Dispensing brought forth as usual a number of helpful papers, which in turn stimulated an interchange of dispensing knowledge and experience of great profit; the Section on Education and Legislation had its quota of contributions; and the Commercial Section, while presenting little of importance or practical usefulness, was redeemed by the admirable address of Chairman Wooten.

It is extremely gratifying that the association was this year found to be in a more healthful and satisfactory condition than has been the case for some time. The total membership was greater. The balance in the treasury was larger. It is evident that the association is now going forward instead of backward. But eternal energy is the price of growth, and it is well that several methods to continue the increase of membership were considered at Mackinac and referred for consideration to the proper committees.

A MEDICAL COMBINATION.

Reference was made in an editorial printed recently to the progress of the "new economic order" in the grocery world. This month we may report upon a small combination effected by the physicians of a western town which is indicative of the conditions likely to prevail more and more in the future.

The city of Hastings, Minnesota, has about three thousand inhabitants and five physicians. Four of these physicians are middle-aged practitioners, and the fifth is not long out of college. One of the four older men, having latent in him the qualities of a modern "promoter," suddenly realized that the time and the conditions were ripe for a combination of interests. All four men were about the same age; they were all doing about the same amount of business; they had all been in practice about the same length of time; they were all graduates of respectable medical colleges; they were all of good moral, social, and business repute in the city. Why not combine their interests for the advantage and profit of all?

The plan was at once seen to be eminently feasible; it was accordingly consummated; and the benefits have been manifest from the start. On the one hand, each physician has his own consulting room as before, sees his own patients as he always did, and loses none of the advantages of individual practice. Indeed, should his patients call during his absence they are treated by another physician who turns the fee over to his credit. On the other hand, the four physicians all have their offices in one suite, and, while losing none of the benefits of the previous order of things, they gain many advantages which can only come from combination.

For one thing, the merger has increased the equipment of the physicians fourfold, and has made possible the avoidance of that duplication which is so fertile a cause of waste under individualistic conditions. Four copies of one book were formerly necessary for the four physicians. Only one has now to be purchased, and the saving thus realized is more than sufficient to secure additional books and expensive appliances which were before out of the question. Instead of the scanty outfit which each office was previously supplied with, the new suite has everything possible in the way of electrical contrivances, *x*-ray machines, fully-equipped laboratories and operating rooms, and such appliances as the Betz hot air apparatus for the knees, limbs, and body.

Moreover, it is now possible for each physician to indulge himself in post-graduate study. During his absence his practice is attended to by the others; he gets his share of the income just as though he were at home; and the expenses of his study, like the expenses for equipment generally, are paid out of the common funds of the merger. Indeed, six weeks' post-graduate work is exacted every year of each member of the combination.

Indulging now in a bit of prophecy, we may express the opinion that the future will see medical combinations arise in which the various specialties will be grouped around a general practitioner, so that a patient may go to a corporation of physicians for any ailment and find one or more experts in that particular specialty; and so, too, that two or more specialists, in case they are treating the same patient at the same time, may coördinate their efforts more wisely than is possible under the present order.

Indeed, the four physicians represented in the merger under discussion, finding their opportunity come to them now for the first time, are developing specialties for which they have always had strong predilections, and are thus equipping themselves to give the public a service much superior to that which they were capable of rendering before.

THE INGENUITY OF DISHONESTY.

For real ingenuity of resource you must ever look to the dishonest man, who has more ways of beating the devil around the stump than could be enumerated in a century. Witness this beautiful scheme which has recently attained its completest development in the city of Chicago:

Two "smooth" representatives of a mushroom manufacturing concern, after some days of patient detective work spent in discovering the physicians who are the heaviest prescribers in a neighborhood, go to these physicians and lay before them a plan which would have done credit to Machiavelli. "You prescribe many proprietary and semi-proprietary pharmaceuticals and get nothing for your trouble. This isn't fair. The physician is worthy of his hire. Now we'll manufacture pills, tablets or elixirs after your own formulas, place them in the drug stores of your own choice, and then divide the profits with you on all that you prescribe. No one need know anything about it. The affair will be shrouded in absolute secrecy. Even the other physicians who enter the arrangement will not know of your interest in it. You will not know of theirs. No money need be invested. No risk of any sort need be taken. All you have to do is prescribe the preparations and realize a profit ranging from $50.00 to $200.00 a month—a fair living in itself!"

What more ingenious plan could be devised to tempt the physician into ways that are dark and tricks that are vain? His cupidity is powerfully appealed to. His scruples are allayed. The danger of exposure is rendered remote. He has but to close his ears to the wee small voice of conscience, and the world and all the fulness thereof shall be given him for the asking.

It is scarcely necessary to argue solemnly and at length why this scheme is dishonest—nay, even contemptibly dishonest. Every man of normal conscience will at once see the hand of Satan. When the physician has received his fee for services performed he has received everything to which he is entitled; and anything in the way of a "rake off" is no less criminal in him that it is in the Postal Department employees whose acts are now receiving the merited censure of every newspaper in the country. In the one case the patient is exploited. In the other case the government is defrauded. Where is the moral distinction?

THIS NUMBER OF THE BULLETIN.

The present issue of the BULLETIN is largely given up—and very properly so—to a varied consideration of the Mackinac meeting of the A. Ph. A. The annual convention of this body is always the great pharmaceutical event of the year, and the proceedings are sure to be of importance, interest, and practical profit. We have this year, as usual, striven to do justice to the meeting and bring it as successfully as possible to the stores or homes of those who were unable to be in attendance.

The proceedings themselves we have reviewed briefly and we hope in such manner as to make them intelligible and interesting; and we have supplemented them with a few pages of personal notes and a number of "snap-shot" photographs that it is hoped will bring to the eye and mind some of the things which the ordinary report of a convention does not reproduce, but which after all are of the greatest pleasure. As for the papers and addresses, we have reprinted entire Chairman Wooten's able address before the Commercial Section, Mr. Mason's review of "the legislative year" as secretary of the section on education and legislation, Mr. Wilbert's practical paper describing "A Circulatory Apparatus for Making Tincture of Iodine," and the suggestive article of Mr. Gable showing what "A Neglected but Useful Servant" the window placard is. Finally, we have, in our department of "Practical Pharmacy," presented abstracts, not only of nearly all the papers of practical importance, but of the suggestive discussions which these papers provoked. Several other papers and addresses are reserved for publication in full or in abstract in future numbers.

Prof. T. Ashby Miller, the well-known pharmacist of Richmond, has found his business interests to increase so greatly as to render it necessary for him to resign as Dean of the Department of Pharmacy of the University College of Medicine. His successor is Roshier W. Miller, M.D., Ph.D.

THE OBSERVER'S COLUMN.

"I see you have a new clerk."

"Yes—and he's a good one, too. He's the kind that's worth having!"

The druggist was so enthusiastic that the Observer was led into questioning him further about the new acquisition.

"How did you happen to pick him up?" asked the Observer.

"Well, I had fussed with poor clerks long enough, and I finally made up my mind that 'a cheap clerk makes a cheap store.' So I kept my eyes open for a rattling good man. I found him in one of the big down-town stores. He was getting fourteen dollars a week, and I had always paid about ten or twelve; but I made up my mind that this fellow would be worth more than the difference."

"Did you get him without having to raise that figure?" interjected the Observer.

"No, I didn't—that is, I offered him fifteen dollars if he would come with me. He accepted. His employers promptly offered him sixteen to stay, but he said: 'No; I asked you for a raise—for sixteen dollars—two months ago. You wouldn't give it to me. It's too late now. I have accepted Blank's offer.'"

"You find him worth the fifteen, do you?" the Observer asked.

"You bet I do," was the enthusiastic response. "I have found a *clerk* now! He's got a level head on him, and he's a worker. He's at something every minute. If it isn't manufacturing its cleaning, and if it isn't cleaning its dressing the windows. I always had a woman come once a week and wash things up. He told me right off he didn't want her around in the way—he'd do the cleaning himself. And he has! I never had a clerk that kept things as neat as he does. The first day he was here he began systematically at the shelf bottles in the front end of one side of the store, and in three or four days he had been all the way around just by using his odd minutes. This store is *clean* now!

"Next he looked to the contents of the show bottles. Whenever the stock of any preparation was low he made some up—and he knows *how* to make things. Pretty soon he began to display and push articles that he thought the sales could be increased on. The trade took to him right away and liked him for his energetic business methods and his pleasant and patient ways of treating customers.

"The simple fact of it is," continued the Observer's acquaintance with emphasis, "*he took an interest in things.* That's just what most clerks don't do, and its because they don't do it that so many of them aren't worth their salt. This man has only been with me two weeks, and already I have given him the sixteen dollars that the other people offered him. This will make him satisfied to stay with me, and I can certainly afford to pay the difference. Why, as a matter of fact, I had rather pay him twenty dollars than sixteen. A twenty-dollar clerk is a good deal cheaper than a ten-dollar one! Druggists are short-sighted about this thing. They think they economize by using cheap clerks. The fact is, cheap clerks are expensive luxuries!"

Some one called the proprietor away at this point, and the Observer strolled out of the store thoughtfully pondering his friend's last statement. "A cheap clerk is an expensive luxury." The more the Observer thought about it the more he became convinced that this striking paradox conveyed a profound truth.

THE MONTH.

A COMPLEX SITUATION.

The N. A. R. D. is facing a peculiar and complex situation in California. The Owl Drug Company, the well-known Western corporation, has a store each in Los Angeles and San Francisco. The Los Angeles store is working in harmony with the druggists of the city; the San Francisco store, on the contrary, refuses to abide by the local price schedule. In the former city peace and quiet reign supreme; in the latter city fierce cutting and slashing are the order of the day. The National Association, alleging that the Owl store in Los Angeles supplies the San Francisco store with goods, and therefore makes a correction of the San Francisco situation impossible, has placed both stores on the cut-off list; and it has likewise sought to discipline two jobbers in Los Angeles who continue to furnish supplies to the store in that city. The whole body of retailers in Los Angeles, however, repudiate the attitude of the N. A. R. D. and insist that neither the Owl store nor the jobbers shall be considered in bad repute and placed on the black list. They declare that the jobbers, in supplying the Owl store with goods, are doing exactly what they, the retailers, requested them to do, and that to cut off this store from supplies, and place it again in opposition to the retailers of the city, would be to cause another cut-rate war like that which existed previously to the settlement made six

months ago. This, then, is the situation: the retailers of Los Angeles supporting their jobbers; the N. A. R. D. striving to discipline them; and both "standing pat."

* * *

THE SAN FRANCISCO FIGHT.

Meanwhile, so far as the San Francisco situation is concerned, it would appear at this distance as if the Owl Drug Co. was holding the entire retail trade at bay. In a newspaper advertisement which has recently found its way to the BULLETIN office, the Owl Co. tells the public that the retailers and the jobbers of the city have formed themselves into a trust for the purpose of hoisting prices, and it asserts that they have gathered a fund from the patent medicine proprietors of the country for the purpose of waging a cut-rate war against the Owl Co. in order to cause its extermination as a preliminary step in the process. We quote a single paragraph from the advertisement:

> We want the public to note this carefully, and when you see an advertisement of a Trust store (the Owl is the only store in San Francisco that won't join the combine) cutting prices, you may know that the advertisement is paid for by the charity of the manufacturers and that the Trust is not sincere in its cut prices. We don't ask you to patronize us and pay more—you will never have to do that—but we want every purchaser of drugs and medicines to know why the Trust is cutting prices when they do commence. It is not their policy, nor their principle, but their silly little trick to try and help force the Owl to cry "Quits!" Let the fight warm up to white heat—the hotter it gets the better the Owl likes it. Don't worry—just watch the Owl. And you cannot miss the Owl store, for the Drug Trust has a man walking up and down in front of the store telling all who pass that the Owl is the only store in San Francisco that will not join the Drug Trust and raise prices.

Mixed in with the situation, and adding to its complexity, is the attitude of the drug clerks' association. This association, lining up with the retailers, caused the employees of the Owl Drug Co. to "walk out" one day two or three months ago; and the San Francisco Labor Council, to which the association belongs, also took part in the fracas. The Owl Co. has ever since been the subject of boycott. Finally, it may be reported that the "conspiracy" suit brought by the Owl people against the National Association and the local jobbers and retailers, is still in its early stage of development.

* * *

N. A. R. D. CONDITIONS GENERALLY.

Leaving the N. A. R. D. situation on the Pacific coast, and turning elsewhere, it seems very evident that the conditions throughout the country are generally quite satisfactory. At any rate this is the inevitable conclusion one draws from a detailed statement contained in a recent issue of the "N. A. R. D. Notes." It is frankly admitted that the situation is extremely unfortunate in Indianapolis, Kansas City, and Louisville. On the other hand, the cutters of Boston are in line, and a satisfactory schedule has been adhered to since March 13 of the present year—a schedule representing an advance of about 14 per cent on twenty-five of the leading patents. In Minneapolis the conditions are described as "ideal," and it is further stated that the disciplinary power of the N. A. R. D. has never been put into effect. In Omaha the "conditions are better than they have been for nearly a decade." In St. Louis the situation is perfectly satisfactory. In Buffalo harmony reigns supreme. Of Pittsburg it may be said that the retailers all comprise one happy family. The Chicago situation, as our readers know, was perfectly satisfactory up to the time, three or four months since, when demoralization ensued, but it may be said that the sun is already beginning to shine through the clouds. A uniform schedule for the entire city will doubtless soon be in operation, if indeed this consummation will not already have been achieved when the present issue of the BULLETIN reaches its readers.

* * *

SUCCESS OF THE CONTRACT PLAN.

In the meantime the "direct contract and serial numbering plan" seems to be operating almost universally with great success. Reports have been received at the National Secretary's office from the leading cities and towns of the country during the last month; and of the 100 localities heard from, full prices are being secured on the Miles goods in 85 instances. In 14 towns victory is reported as being in sight, and from only one locality is the report distinctly unfavorable. A remarkable feature of the situation is that full prices for the Miles goods are being maintained in many cities where other patents are cut furiously. This justifies the "N. A. R. D. Notes" in its assertion that "the direct contract and serial numbering plan is a winner!" In this connection the opinion may be expressed that the contract plan is quite likely to be one of the chief subjects of consideration at the forthcoming Washington convention of the N. A. R. D. A recent circular issued from the national headquarters intimates that action will be taken "with reference to extending the operations of the plan to *all proprietaries handled by members of the Association;*" and it is believed that this "will stamp the Washington convention as even more epoch-making than the 1902 gathering at Cleveland where the plan was given official birth."

THE BRITISH CONFERENCE.

The British Pharmaceutical Conference—the English analogue of the American Pharmaceutical Association—held its annual meeting last month in Bristol just about the time the A. Ph. A. was convening at Mackinac Island. The attendance at the two conventions was apparently about the same. The papers read before the British society are always of the type presented at the Scientific Section of the A. Ph. A.; and at Bristol the papers were approximately the same in number and character as the 35 read before this particular section at Mackinac. The predominating theme was the chemical, microscopical, or pharmacognostic investigation of vegetable drugs. The address of President Idris discussed a number of important questions, and wound up with a lengthy consideration of the dispensing physician and the harm which he causes both the pharmacist and the general public. The President's conclusions were as follows:

1. That few doctors are competent by proper training to dispense.
2. That even if they were rendered more fit by education to discharge that function, the very nature of their other duties militates against that concentration of thought which the experience of pharmacists teaches is so essential in the practice of pharmacy.
3. That the separation of prescribing from dispensing necessarily insures much greater care and thought by both the prescriber and dispenser; and further, in each case one is a check on the other.
4. That it would be more satisfactory from a public point of view were doctors freed from the possibility of having mistakes to cover or answer for.

President Idris admitted, however, that there is no golden panacea for the evil. So far as the mistakes in dispensing are concerned, he thought considerable benefit might be derived by insisting, legally or otherwise, that doctors employ only qualified chemists in their surgeries or offices to do their dispensing for them, instead of the physician's "assistants" who usually do the work. But in general the president thought we could only rest in the hope and belief "that the separation of medicine and pharmacy is proceeding, though the process is very slow."

* * *

THE NATIONAL PRICE MARK.

As an indication of the interest taken in the national price mark of the N. A. R. D., the following circular issued by the Green County Pharmaceutical Association of Missouri will be of interest: "A customer hands you a receipt or a prescription of any kind and asks 'Can you fill this and for how much?' Take the prescription immediately behind your prescription case, there consider your customer financially, his probable knowledge of the prescription, the amount of knowledge and labor necessary to compound the prescription, and then make your price, which is for the entire association. Do not be in a hurry. Write the price with pen or pencil (as the prescription may be) between the first and second lines or items on the prescription and so as not to attract attention. The N. A. R. D. cost mark is:

1 2 3 4 5 6 7 8 9 0
PHARMOCIST

Lastly write your initials and address on the back of the prescription to withdraw attention from the true cost mark."

* * *

AN ENGLISH DISTURBANCE.

The English drug trade has been pretty much disturbed for some time over rather a peculiar condition of affairs. It seems that many brands of Blaud's pills sold in the chemists' shops and "company" stores have been found greatly deficient in their content of ferrous carbonate. One dealer after another has been hauled into court, convicted, and fined; and this has been kept up now for several months. The most recent case is that of the Parkes Drug Stores, Limited—one of the "company" corporations owning many stores. In this instance it was found that the pills contained only 4.3 per cent of ferrous carbonate. Meanwhile the manufacturers have been advertising in the British journals that *their* pills were not the ones involved, and that they could be relied upon as being of proper strength and quality. In some instances it would seem as if the deficiency were due to an oxidation of the ferrous carbonate, resulting from improper methods of manufacture. In other cases the trouble has plainly been due to wilful and deliberate sophistication.

* * *

ENFORCING THE COCAINE LAW.

We gather from newspaper reports that the Illinois Board of Pharmacy is determined to enforce the cocaine law passed at the last session of the legislature. Druggists who handle the drug are being made to understand that honesty is after all the best policy. Last month one druggist was hauled into court for the illegal sale of cocaine and was fined. Similar cases are quite likely to develop in the immediate future. Meanwhile a little flurry has been caused by a generally expressed opinion that eucaine could legally be sold as a substitute for cocaine, and would serve the same purpose. Replying to this assertion, Schering & Glatz, the American agents for eucaine, declare that there is no such thing as the "eucaine habit," and that the drug would not lend itself to the use of habitués.

A COLLEGE DORMITORY.

Considerable interest has been aroused by the announcement that the Philadelphia College of Pharmacy has recently established what amounts to a dormitory for the use of its students. This is a unique departure in the pharmaceutical college world. A four-story house has been secured at 1913 Arch Street, within easy walking distance of the college, and has been properly equipped for the purpose. On the first floor are the parlor, reception and toilet rooms, the dining-room, and two kitchens; while on the second, third, and fourth floors are twenty-six sleeping rooms. The building is supplied with an electric elevator, steam heat, and an efficient fire escape. Students will use their rooms for study, but on the first floor a reading and recreation room will be provided, with a piano, and every effort will be made to establish and promote home life with attractive surroundings. The charge for board will be less than the students would have to pay for much poorer accommodations elsewhere. It is extremely likely that a college club will result from the establishment of the dormitory.

* * *

MRS. ALPERS'S SUDDEN DEATH.

Those who were in attendance at the Mackinac meeting last month will be pained and shocked to learn of the death of Mrs. Alpers, the wife of the well-known New York pharmacist. Dr. and Mrs. Alpers joined in all the pleasures of the week, and they may be seen seated in the extreme lower right-hand corner of the group picture occupying a full page elsewhere in the present issue of the BULLETIN. While stopping in Detroit on the way home, however, Mrs. Alpers began to suffer some pain; and later on, after reaching New York, appendicitis and peritonitis ensued. Death occurred on the morning of the 18th. Mrs. Alpers was one of nature's noblewomen. Faithful, loving and kind, she devoted her life to the happiness of her family; and Dr. Alpers, Roman stoic though he is, will keenly suffer her loss. He deserves and will receive the sympathy of all his acquaintances in his cruel misfortune.

* * *

ARE MALT EXTRACTS LIQUORS?

A rather troublesome situation has arisen in Ohio. The Supreme Court of the State has recently decided, in effect, that malt liquors containing small percentages of alcohol are subject to the Dow liquor tax when sold *as beverages*. Desiring further light on the subject, Secretary Ogier, of the State Board of Pharmacy, addressed a letter to the attorney-general, and the opinion came back that when these malt "preparations are sold for medicinal purposes, and not as a beverage, the decision in question will have no effect." In other words, the druggists of Ohio may, without payment of the annual Dow tax of $350, sell malt preparations in good faith as medicines. On the other hand, to sell them *as beverages* will be to violate the Dow law and render themselves subject to the payment of a heavy fine.

* * *

EVAN F. LILLY.

The drug trade of the country lost one of its prominent manufacturers last month in the death of Evan F. Lilly, secretary and treasurer of the Indianapolis house of Eli Lilly & Co. In the prime of life, Mr. Lilly was carried away as the result of an operation performed in the hope of giving relief from what had developed into a case of Bright's disease. He was but 48 years old. Abstemious of habit, he was at all times careful of his diet, never used stimulants or tobacco, and was regarded as a healthy and robust man. He leaves a widow and two daughters; and these surviving members of his family may be sure of receiving the sympathy of every one in the drug trade who had the pleasure of knowing Mr. Lilly personally.

* * *

EXPRESS RATES INCREASE.

The recent action of the express companies of the country in increasing their rates almost universally has resulted in a good deal of indignation. The increase amounts to about five cents a package on parcels weighing from two to fifty pounds. On a single package the advance is, of course, trivial, but to jobbers and others who send a great many goods by express it means in the aggregate a good deal. Several jobbing druggists have been rather vigorous in expressing their opinion, but it is not likely that any change in the situation will be effected.

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ANOTHER BUYING CLUB.

A number of druggists in Brooklyn have organized a buying club under the name of the Brooklyn Consolidated Drug Co. Fifteen directors are named in the articles of incorporation. Prominent among them is William C. Anderson, ex-president of the N. A. R. D. John G. Wischerth is the president and C. Dyna the secretary of the organization. The capitalization is $10,000, divided into 100 shares of $100 each. It is said that nearly 100 Brooklyn druggists have applied for stock; and it is reported that the business of the corporation will be handled after the manner of the New York Consolidated Drug Co.

THE CONVENTION OF THE YEAR.

The A. Ph. A. Met Last Month at Mackinac Island, Michigan—A Historic and Beautiful Spot—The Proposed "National Bureau of Medicines and Foods" the Chief Subject of Discussion—Interesting Work of the New Historical Committee—Papers of Practical Value; Others of Scientific Merit—A Bird's-Eye View of the Week's Proceedings.

This year's meeting of the American Pharmaceutical Association was held last month under the most pleasant auspices imaginable. Mackinac Island, the meeting place, is famous the world over. Situated in the Straits of Mackinac, it is far enough north to be deliciously cool during the hot summer weeks; and it is besides picturesque and varied in beauty, and possessed of considerable historical interest. Some idea of the Island may be gained from a few of the illustrations scattered throughout the next ten or fifteen pages of the BULLETIN. The meeting was held in the Grand Hotel, and this hostelry, placed on a bluff overlooking the lake and the straits, commands a magnificent view of water and wood.

LEWIS C. HOPP,
President-elect of the A. Ph. A.

Such meetings of the American Pharmaceutical Association as are held in large summer hotels of this kind are always more satisfactory than those of the crowded cities. Not only do the pleasant surroundings stamp their quality upon the visitors, but the entire contingent is always under the same roof, and the result is that you can find people when you want them and can always be sure of better attended sessions. Happiness and good feeling prevailed at the Mackinac gathering last month, and although the meeting was neither so largely attended nor so important as certain others of recent years, it was perhaps more thoroughly enjoyed than has been the case for some time. The total attendance probably did not exceed 250, which was scarcely more than a third of the remarkable attendance of last year, but it is significant that with the single exception of the opening general session the audiences were quite as large at Mackinac as they were at Philadelphia.

"THE NATIONAL BUREAU OF MEDICINES AND FOODS."

The subject which aroused the greatest interest, and which consumed the most time, was the proposal to establish a "National Bureau of Medicines and Foods." The plan of the promoters was discussed editorially in the August BULLETIN. Suffice to say here that it looks toward the establishment of a disinterested bureau which shall pass judgment on the goods produced by manufacturers of medicines and foods, and shall place its O. K. mark upon those which conform satisfactorily to its standards, withholding it from those which do not. A joint committee of the American Pharmaceutical and American Medical Association has been considering the project during the last few months, and Dr. H. H. Rusby, of New York, representing the former body, and Dr. Philip Mills Jones, of San Francisco, representing the latter society, submitted the proposal for the action of the American Pharmaceutical Association at the Mackinac meeting.

After hearing Messrs. Rusby and Jones present their case in the second general session, held on Tuesday morning, the Association referred the question to the Council for consideration; and the Council held an open meeting the next morning at nine o'clock. The subject was then pretty thoroughly discussed for over two hours. The plan was opposed by Dr. A. B. Lyons, Prof. F. G. Ryan, Dr. C. B. Lowe, Dr. W. C. Anderson, Mr. Charles E. Dohme, Dr. H. M. Whelpley, Mr. Caswell A. Mayo, Mr. Joseph Helfman, and Mr. Charles Merrell. It was defended by Prof. C. S. N. Hallberg, Dr. W. C. Alpers, and Messrs. Jones and Rusby. The prevailing sentiment was overwhelmingly against the establishment of the bureau—that is to say, against the particular mode of procedure which the promoters of the bureau advocated. The representatives of the manufacturing houses declared with a single voice that they would not for an instant think of accepting the proposal. To do so would be to subject themselves to great expense (since they would be expected to support the Bureau), to a burdensome amount of detail, and above all to a loss of moral prestige which must inevitably result when it becomes necessary to have the O. K. mark of any bureau placed upon their packages. On the other hand, they declared themselves perfectly willing to submit their products to any bureau or to any board of censors with the understanding, not that the products should be approved if found of proper quality, but that they should be unflinchingly exposed if found of improper quality. Let the bureau protect the public health, not by commending things which need no commendation, but by condemning things which richly deserve condemnation in the interests of the public health.

THE ESSENCE OF THE QUESTION.

Doctor Whelpley expressed the sentiment of the audience when he pointed out that to follow a system of approving good goods, and to make the manufacturer of these goods pay for the approval, is to levy a tax upon righteousness and integrity. A man is held to be guilty until he is proven innocent. This is contrary, he said, not only to our American standards, but to Justice herself. Mr. Joseph Helfman carried the argument farther by showing that a process of commendation—a process of approving that which needs no approval—would fail absolutely to achieve the purpose intended. What the physician and the public need is to be protected against poor goods; and by way of proof he spoke of the salutary benefit brought about by the various State food and dairy departments in their exposure of sophisticated and

DR. H. H. RUSBY,
Who is deeply interested in the Bureau project.

adulterated products. The direct method of reform is to expose the bad and not to approve the good.

Dr. George F. Payne, of Atlanta, Ga., described the methods followed in his State in the examination of the fertilizers of the market. The plan had first been attempted of merely commending the products of proper quality, but, since those of improper quality were not condemned, they still continued to exist and the results were therefore negative. As soon as the conditions were reversed, however, and the cheapened and

This shows a view of the Grand Hotel on Mackinac Island as one approaches it on the board walk leading up from the village half a mile below. The convention was held in this hostelry, and nearly everybody was quartered here.

sophisticated fertilizers were mercilessly exposed, the manufacturers of such goods began to see their business slipping away from them and quickly decided that honesty was the best policy.

ACTION TAKEN ON THE BUREAU QUESTION.

The Council, after this open meeting, discussed the subject exhaustively at one or two private sittings, and finally, at the last general session on Saturday morning, recommended to the Association that the Committee on the Bureau be continued, that this committee be instructed to secure the views of the American Medical Association on the subject, and that it present a plan for consideration next year at Kansas City. The inference is that the plan presented at Mackinac was deemed impracticable by the Council, and that another plan, presumably the plan of condemnation rather than commendation, should be brought forward another year.

THE CONDITION OF THE ASSOCIATION

was this year shown to be gratifying. The two indicators which disclose the health and vigor of the American Pharmaceutical Association are the amount of funds in the treasury and the number of members on the rolls. In both respects the reports at Mackinac were more satisfying than they have been for some years. Two years ago there was a balance in the treasury of $1,379.52; last year there was a balance of $1,540.41; this year the balance reached the gratifying proportions of $3,832.03! So far as the membership is concerned, only 199 members were secured at Mackinac as against nearly 300 at the Philadelphia meeting; but the present total membership, including the new additions, is greater than it was a year ago. Then it was but 1544; now it is 1609. These membership and treasury figures indicate that the efforts of the American Pharmaceutical Association to render itself of greater service to the practicing pharmacist are being appreciated, and that the society is now moving forward instead of backward.

PLANS TO INCREASE THE MEMBERSHIP.

Determined, however, to continue the good work, the Association took action at the Mackinac meeting looking towards a still greater increase of membership. Responding to the recommendations made in a paper read before the Section on Education and Legislation by Frederick T. Gordon, of the United States Navy, a special committee will be appointed to consider and report at next year's meeting upon a plan for the organization of local branches of the American Pharmaceutical Association after the method followed with such marked success by the American Chemical Society. In the latter Society these local branches hold regular meetings at stated periods, and by this means chemists who are unable to attend the national gathering, or who at first would not be particularly appealed to by a national association, become integral parts of the parent body, and thus a spirit is developed which is favorable to a wide growth in membership and interest. Ralph B. Gable, on the staff of *Merck's Report*, read a paper before the Section on Education and Legislation in which he recommended that effort be made to increase the membership by means of mailing cards sent out some weeks before an annual gathering to the druggists located near the place of meeting. The suggestion was referred for consideration and action to the General Committee on Membership. Thirdly, it was decided to change the name of the "General Committee on Membership" to the "General Committee on Membership and Reception," it being felt that some committee should be charged with the duty of extending the open hand of good fellowship to the new members present at every meeting. And finally, after a considerable fruitless discussion, it was decided to leave to this General Committee on Membership and Reception, for consideration and recommendation next year, a plan involving a promise on the part of the American Pharmaceutical Association to share the expense with colleges of pharmacy who may, upon the Association's invitation, present membership in the A. Ph. A. to prize-winning or deserving students.

A COLLECTIVE INDEX.

At the semi-centennial meeting last year it was decided to compile a collective index covering the fifty volumes of pro-

This view was taken from the porch at the upper end of the Grand Hotel, and shows a street at the top of the bluff flanked on the land side by handsome villas—the summer homes of American wealth.

ceedings so far published. This has been prepared during the year, and will make a volume of four or five hundred pages. The question of expense came up at the Mackinac meeting and there seemed considerable doubt whether enough copies of the volume would be sold to reimburse the Association for the inevitable outlay of $1,500.00 or $2,000.00. Every one was agreed

that the index would be exceedingly desirable from every point of view, but it was feared by several speakers that it would mean a large outgo and a small income. The day was saved, however, by a proposition from W. O. Allison, publisher of the *Druggists Circular*. Mr. Allison informed the Council that himself and four other publishers of pharmaceutical journals were willing to assume the financial responsibility of the undertaking; and when the proposal was referred in due course of time to the Association proper in general session, it was received with applause. The five journals involved are the *Druggists Circular*, the *American Druggist*, *Meyer Bros. Druggist*, the *Western Druggist*, and the BULLETIN OF PHARMACY.

THE PRESIDENT'S ADDRESS.

The presidential address of Dr. George F. Payne, of Atlanta, Ga., covered a wide variety of subjects. The doctor advised druggists to elaborate money-making formulas after the pattern of coca-cola; expressed the opinion that more should be done in the United States to cultivate medicinal plants; recommended that a conference be held at the present meeting between board of pharmacy members and college of pharmacy teachers; declared that druggists should be permitted to dispense alcohol on prescriptions without payment of the $25 governmental tax; asserted that the efforts to reduce the tax on alcohol should be continued; recommended that a separate index for the "Report on the Progress of Pharmacy" should be printed in the annual volume of proceedings; and further recommended that a poison law be drafted and sent to the various governors with the request that they urge its passage upon the legislative bodies of their respective States. Regarding the last recommendation, the committee to which the address was referred pointed out that the Beal Model Law contains a complete poison measure. The committee approved the suggestion that a conference be held between the teachers and board members present, but the week slipped by and no such meeting developed.

RETIRING PRESIDENT PAYNE.

COMMITTEE WORK.

The several standing and special committees of the Association made gratifying progress. Chairman Ryan, of the Committee on Weights and Measures, reported that the national bill providing for the adoption of the metric system in all departments of the government was withdrawn from the House of Representatives by the friends of the measure when it became apparent that the bill could not pass at the last session of Congress. The plan of the advocates of the measure will be to introduce the measure simultaneously in both houses next December, and endeavor to secure favorable reports by both committees during the long session. Doctor Payne, Chairman of the Committee on the Status of Pharmacists in the Government Service, described the regulations which had been issued during the year by Surgeon-General Wyman, of the Marine Hospital Service. Three grades of pharmacists are now recognized in the service: those of the first grade are paid $1,000 a year; those of the second grade, $820; those of the third grade, $700. In addition to this, all are provided "subsistence," which means another three or four hundred dollars; and all pharmacists in the foreign service receive $300 extra per annum. Then there are special positions in the service, such as the purveyors at large stations like New York City and Staten Island, which pay salaries of from $1,800 to $2,500 a year. One position at $3,000 is still vacant for want of a suitable applicant. A series of resolutions was passed in which Doctor Payne was cordially thanked for his work, and in which certain improvements were requested of the Army and the Navy Departments of the government. The reports of other committees are referred to elsewhere throughout our review of the meeting.

A SERUM RESOLUTION.

Upon motion of Prof. L. E. Sayre, of the University of Kansas, an important resolution was passed in the first general session, and is as follows:

Resolved, That it is for the interests of American pharmacy that a standard antitoxin for determining the strength of antidiphtheritic serum be provided in this country.

That the American Pharmaceutical Association respectfully requests the Public Health and Marine Hospital Service to establish and maintain such a standard serum for the use of investigators, manufacturers, and individuals who may have need for such.

THE NEW OFFICERS

of the Association are:

President—Lewis C. Hopp, Cleveland, Ohio.

Vice-Presidents—William C. Alpers, New York; Albert M. Roehrig, U. S. Marine Hospital Service, Staten Island, N. Y.; Otto F. Claus, St. Louis.

Secretary—Charles Caspari, Jr., Baltimore.

Treasurer—Samuel A. D. Sheppard, Boston.

Reporter on the Progress of Pharmacy—C. Lewis Diehl, Louisville, Ky.

Members of the Council—George F. Payne, Atlanta, Ga.; Leo Eliel, South Bend, Ind.; E. G. Eberle, Dallas, Texas.

THE HISTORICAL COMMITTEE.

Last year's meeting at Philadelphia, being the semi-centennial gathering, was largely retrospective in character, and it caused the development of a good deal of interest in historical pharmacy. It is exceedingly fortunate that steps were taken to husband and increase this interest through the formation of a Historical Committee. During the year the committee succeeded in securing considerable material of a historical nature,

A pretty walk along the cliffs not far from the Grand Hotel. As one stands at the rail and looks downward, he sees the waters of the lake almost immediately below him, perhaps 150 feet distant.

:SES OF COMMERCIAL TRAINING IN COLLEGES OF PHARMACY.

'erhaps an hour and a half was given to a pretty thorough ıg of the question. Every shade of opinion was expressed, the discussion was full of interest and value. Those who icipated in it were Messrs. Payne, Sayre, Eliel, Helfman, ı, Mayo, Caspari, Lampa, Hall, Ebert, Dewoody, Hopp, ır, Daggett, Bartells and Hallberg. The general consensus pinion was that the average clerk or druggist has pracly no training in business methods, that he is lacking in

mile or so from the Grand Hotel, at the side of the road on the water's is the "Devil's Kitchen." The rock formation is of a most peculiar and s type; and the "kitchen" is interesting and unique in appearance. e accompanying illustration, Dr. Edward Kremers is seen returning an investigation of the "kitchen."

nercial acumen, and that a reasonably thorough course of uction in a college of pharmacy is not only desirable, but ssary. Some of the older men present were inclined to : that commercial training could only be secured by means ıe good old apprenticeship system in the store, but it was ed out that the apprenticeship system has gone never to n, and that such instruction must be received in the college ɔt at all. We must accept the conditions as we find them. lly a set of resolutions was unanimously passed which ed the adoption of commercial courses of instruction in colleges of pharmacy of the country. It was brought out ıe discussion that several colleges have already adopted courses, and that they have proved to be very successful d.

SEVERAL RESOLUTIONS.

he foregoing discussion was brought up as the result of a ution offered from the floor by Chairman Wooten. Two ıree other resolutions were offered in the same manner, likewise received the approval of the section. One exed the opinion that the working hours of clerks should be than is the case at present, that healthful sleeping quarshould be provided clerks when it is necessary that they in the store, and that liberality of payment brings more ıle men into the business and is better for the entire call- Another resolution declared that frequent conferences en the local associations of physicians and pharmacists most desirable thing and should be brought about wherpossible. A third resolution asserted that price cutting wrong in principle and subversive of the best interests of nacy; and a fourth stated that the American Pharmaal Association was heartily in accord with the business sts of the pharmacist and in sympathy with the work of J. A. R. D. to develop and further those interests. All ese resolutions were afterwards passed by the Association in general session. In reality they put in tangible form the sentiments expressed in the admirable address of the Chairman—an address which combined sound sense with forceful expression, and which was listened to by the section with the closest attention. It is printed elsewhere in the present issue of the BULLETIN.

The following

PAPERS

were presented before the section:

"The Window Placard as a Willing and Neglected Servant," by Ralph B. Gable.
"Would the Reduction of the Tax on Alcohol be of Advantage to the Pharmacist," by A. B. Rains.
"Commercial Training of the Apprentice," by William Mittelbach.
"Pharmaceutical Progress," by William H. Burke.
"Whiskey Bottled in Bond," by Mr. Overton.
"National Bottling in Bond Law," by Edwin W. Taylor.
"Commercial Courses in Colleges of Pharmacy," by John J. Harbaugh.

Of these papers, the first, that by Mr. Gable, is printed in full elsewhere in the present issue of the BULLETIN. Two or three others are abstracted in the department of "Practical Pharmacy."

THE NEW OFFICERS

of the Commercial Section are William L. Dewoody, of Pine Bluff, Ark., Chairman, and Russell Riley, of St. Louis, Mo., Secretary. The associate officers of the section are E. M. Boring, of Philadelphia; Chas. R. Roth, of Canton, Ohio; and Chas. R. Sherman, of Omaha.

THE SCIENTIFIC SECTION.

The scientific work of the American Pharmaceutical Association has perhaps after all ever been its greatest single achievement. It is possibly not too much to say that the research work which it has fostered during the 51 years of its existence has developed pharmaceutical knowledge in a greater degree than any other single influence. The record made at Mackinac was no less gratifying than that of years past. As many as thirty-five papers were presented, and while some of these were not of a particularly high order of merit, most of them chronicled original work of real importance. On the whole the average was very satisfactory. The full

Here are the two presidents who figured at the Mackinac meeting. On the left is President-elect Hopp, holding his charming little daughter of seven or eight years, and on the right is Retiring-President Payne.

LIST OF PAPERS

is as follows:

"Cod Liver Oil and Its Adulterants," by E. H. Gane.
"The Sophistication of Drugs," by Lyman F. Kebler.

"The Pilocarpus Leaves of Commerce," by Henry H. Rusby.
"Identity Tests for Phenacetin and Acetanilid," by George M. Beringer.
"Reports Upon Phenacetin Sophistication," by George M. Beringer.
"Nux Vomica Assay," by William A. Puckner.
"The Mesquite Tree," by E. G. Eberle.
"The Value of Acetic Acid as a Menstrum for Fluid Extracts," by J. Percy Remington.
"A New Form of Medicine Glass for General Use," by M. I. Wilbert.
"On the Crystalline Substance of Prickly Ash Bark," by H. M. Gordin.
"Sieves," by Raymond Pond.
"The Physiological Assay of Cannabis Indica," by A. B. Lyons.
"The Use of the Compound Microscope in the Examination of Drugs," by L. E. Sayre.
"An Improved General Method for Drug Assay," by A. B. Lyons.
"The Benzin of the Pharmacopœia," by E. H. Gane.
"The Chemistry of Sanguinarine and Chelerythrine," by M. Fisher.
"Heavy Oil of Wine," by I. W. Brandt.
"Mint: Its Early History and Modern Commercial Development," by Albert M. Todd.
"The Chemical Analysis of Ethyl and Methyl Alcohol Mixtures," by L. D. Haigh.
"The Structure of the Stem, Root, and Leaves of Eschscholtzia Californica," by R. H. Denniston.
"Resin of Podophyllum, U. S. P., or Podophyllin," by Herman J. Lohmann.
"The Action of Oxidizing Agents, Particularly Potassium Permanganate and Iodic Acid, Upon Morphine," by C. W. Johnson, Ph.D.
"Personal Name Synonyms in the U. S. P.," by M. I. Wilbert.
"Sanguinaria Assay," by Walter Blome.
"The Chemistry of Chelidonine," by J. O. Schlotterbeck and H. C. Watkins.
"The Micro-Chemical Differentiation of Atropine and Hyoscyamine," by J. O. Schlotterbeck.
"The Uses and Tests of Carbon Tetrachloride," by Otto Raubenheimer.
"Chemical and Physical Constants of Oil of Datura," by Julian Baird and Florence Sleep.
"The Estimation of Sulphites," by R. W. French.
"New Reactions of Antipyrin and Salophen," by George M. Beringer.
"Geranium Oil and Its Substitutes," by L. F. Kebler.
"Inferior Drugs and Insidious Methods of Deception," by Lyman F. Kebler.

We have not the space here to discuss these papers in detail, but shall hope to give abstracts of many of them in

In this engraving are shown some of the chairmen of the various sections of the Association. Seated in front are Retiring-Chairman Wooten and Chairman-elect Dewoody of the Commercial Section. The four men standing immediately behind are (reading from the left) Chairman-elect Burke, of the Section on Practical Pharmacy and Dispensing; Retiring-Chairman Schlotterbeck, of the Scientific Section; Chairman-elect Puckner, of the Scientific Section; and Retiring-Chairman Knox, of the Section on Education and Legislation. At the back of the picture is Mr. George C. Bartells, of Camp Point, Ill.

early issues of the BULLETIN. Some of them, indeed, will be found mentioned elsewhere in the BULLETIN's department of "Practical Pharmacy" in the present number.

To the foregoing list of papers should perhaps be added the report of the Committee on Revision of the U. S. Pharmacopœia, prepared by Chairman Eccles and read by Committeeman C. M. Rile, of St. Louis.

CHAIRMAN SCHLOTTERBECK'S ADDRESS

was one of the ablest and most interesting which the Scientific Section has had the pleasure of listening to for some years. It was of such a nature, however, that an attempt to consider it within the limits of our present space would be unjust to the author, and we shall therefore reserve it for presentation in full or in abstract in an early issue of the BULLETIN. Suffice it to say here that Doctor Schlotterbeck gave a sort of commentary review of the important investigations which have been completed during the year upon the mydriatic alkaloids of atropine and hyoscyamine, prefacing his remarks with enough of the chemical history of the subject to make the review intelligible and interesting to the immediate audience. It will be remembered that Doctor Schlotterbeck, in collaboration with Professor Prescott, chronicled the results of a comparative investigation into the alkaloidal constituents of scopola and belladonna in a paper contributed to the BULLETIN for February, 1902.

PROF. J. O. SCHLOTTERBECK, Retiring Chairman of the Scientific Section.

THE SENSATION OF THE MEETING.

Something is quite sure to turn up at each annual gathering of the American Pharmaceutical Association which straightway becomes the sensation of the meeting. At Mackinac this was furnished by the Scientific Section. The report of the Committee on Drug Adulterations was regularly read, in the absence of Chairman Edgar L. Patch, by Committeeman E. H. Gane. In the course of the report the statement was innocently made that a number of specimens of adulterated chemicals had been sent the committee by Prof. Virgil Coblentz, of New York, and that they were to be found on one of the tables near by. It was suggested that these specimens, in view of their interest and importance, be sent to the newly-established drug laboratory in the Agricultural Department at Washington, and there made to help in forming the nucleus of a general collection. The reading of the committee's report was finished; the report was referred in the regular way for publication; and so far there was not a ripple upon the surface of events.

Soon afterwards, however, interested members began viewing the specimens on the table which had been contributed by Professor Coblentz. Almost instantly the discovery was made that one of them had been collected from the pharmacy of a certain prominent retailer in the East. The article was dithymol iodide—the true chemical name for aristol; and the label indicated that it had been found to contain 40 per cent of matter insoluble in ether, and 28 per cent of ash, neither of which conditions should exist with an article of proper purity. The situation was at once seen to be a grave one, and from then on it caused more discussion in the lobbies than any other question save that alone of the National Bureau of Medicines and Foods.

It happened that the pharmacist involved was himself present at the meeting, and as soon as he was apprised of the facts he at once indignantly repudiated the inference that he made or handled a sophisticated product, and later on, at the

next session of the Scientific Section, moved the appointment of a committee to conduct an investigation and report its findings next year at Kansas City. He makes this product in his own shop as a chemical specialty, he said afterwards; and it is sold strictly upon its own merits. Whenever aristol is prescribed, aristol and it alone is dispensed; but the physicians in his locality are urged to prescribe dithymol iodide instead. The product is made with the greatest of care, and he would not hesitate for a single instant to have it subjected to the most scrutinizing examination. In accordance with the motion a committee will be appointed; control specimens will be collected from the open market; and a report may be expected next year.

Some complexity was lent to the situation by reason of the fact that the pharmacist whose reputation was involved had been more or less instrumental in urging druggists to fight the phenacetin monopoly, and had elaborated tests for the ready determination of sophisticated phenacetin in order that pharmacists might know whether they were being unjustly prosecuted or not. Of course the manufacturers of phenacetin are also the manufacturers of aristol, and once this fact is recognized a degree of relationship is developed which makes possible all sorts of conjectures—some unfavorable to the manufacturers, others unfavorable to the pharmacist. Every shade of opinion was expressed at the Mackinac meeting, but in view of the professional standing and acknowledged integrity of the pharmacist most concerned, it is only just to hold all opinions in abeyance until the investigation has been made and next year's report rendered available.

THE NEW OFFICERS

of the Scientific Section are William A. Puckner, of Chicago, Chairman, and E. H. Gane, of New York, Secretary. Dr. C. E. Caspari, of St. Louis, has since been chosen associate.

SECTION ON PRACTICAL PHARMACY AND DISPENSING.

The officers of this section were George M. Beringer, of Camden, N. J., Chairman, and William H. Burke, of Detroit, Secretary. It may be said that

CHAIRMAN BERINGER'S ADDRESS

was devoted to the subject of substitution. It deplored the hue and cry which has been raised during recent years by certain proprietors, vigorously declared that these charges were for the most part unsubstantiated by fact, and insisted that the time had come for pharmacists to relieve themselves of the stigma unjustly placed upon them.

The Philadelphia Delegation. Seated in front are E. M. Boring, Miss Apple, and Mrs. M. I. Wilbert. The standing figures, beginning at the left, are Dr. C. B. Lowe, Prof. Joseph P. Remington, Mr. T. W. Renshaw, Mr. William McIntyre, Mr. A. Hoch, and Mr. C. W. Hancock.

As usual, a considerable number of practical and useful papers were read in this section, and were listened to with close attention by the audience—an audience composed for the most part of retail druggists. The interest which druggists manifest in this particular section testifies to the wisdom of this Association in giving birth to such a section two or three years ago. Druggists meet here on common ground, and discuss the dispensing difficulties with which they are confronted every day of their lives behind the counter. The full list of

PAPERS

was as follows:

"Permanent Syrup of Hydriodic Acid," by Otto Raubenheimer.
"Granulated Opium," by Albert E. Ebert.
"A Circulatory Apparatus for Making Tincture of Iodine," by M. I. Wilbert.
"Circulatory Displacement as a Pharmaceutical Process," by Frank E. Fisk
"Report of the Committee on National Formulary," by C. Lewis Diehl.
"Soluble Iodine," by M. I. Wilbert.
"Incompatibility in a Prescription for Pills," by E. Fullerton Cook.
"Should Methyl Alcohol be Recognized by the Pharmacopœia, or its Use Allowed in Any Medicinal Preparation," by H. A. Brown Dunning.
"Some Incompatibilities of a Few of the Synthetic Remedies," by Edsel A. Ruddiman.
"A New Medicine Dropper," by George F. Payne.
"Pharmaceutical Fragments," by W. W. Kerr.
"Sapo Mollis and Linimentum Saponis Mollis," by George M. Beringer.
"Shop Notes," by William Mittelbach.
"Dispensing Notes," by Lewis C. Hopp.

PROF. J. P. REMINGTON,
A prominent member of the A.Ph.A., and chairman of the U. S. P. Revision Committee.

Abstracts of nearly all these papers will be found elsewhere in the BULLETIN's department of "Practical Pharmacy" in the present issue.

THE NEW OFFICERS

of the section are as follows: Chairman, William H. Burke, of Detroit; Secretary, Edsel A. Ruddiman, of Nashville; Associate, Miss Jean Gordon, of Chicago.

SECTION ON EDUCATION AND LEGISLATION.

The officers of this section were J. W. T. Knox, of Detroit, Chairman, and Harry B. Mason, also of Detroit, Secretary. The chief business of importance transacted by the section had to do with the elaboration of

A MODEL ANTI-NARCOTIC LAW.

Complying with a resolution passed at Philadelphia last year, Prof. James H. Beal, a well-known member of the American Pharmaceutical Association, and an authority on all matters referring to pharmaceutical legislation, submitted the draft of a model law. It was discussed pretty thoroughly by the section, and was received with marked satisfaction. Certain minor changes were made and the draft was then approved as a whole.

Professor Beal, however, was of the opinion that in view of the great importance of the subject another year should be spent in further consideration of the draft. The conditions were different in different States; speakers on the floor of debate at Mackinac had themselves shown considerable disparity of view; the subject was one requiring for its treatment great adroitness and experience; and it was therefore wise to leave the draft open for another year, and meanwhile give careful consideration to such comments and opinions as may be advanced during the interim. Professor Beal accordingly moved that the incoming Committee on Anti-narcotic Law submit the draft to the various pharmaceutical journals with the request that they make editorial comment upon it and solicit the opinions and suggestions of their readers, sending such comments as they themselves make to the committee. The committee will then report an amended form of the law to the Kansas City convention next year for the action of the section.

Prof. E. A. Ruddiman and Prof. and Mrs. John T. McGill. The two men are well known teachers in Vanderbilt University. This picture, like several of the others shown on accompanying pages, was taken on the boat ride given Friday afternoon to St. Ignace; and this explains why caps and slouch hats are so generally in evidence. The wind was blowing a gale most of the time, and those who were so unfortunate as to be burdened with "Panamas" or other extensive headgears were kept busy holding them in place.

That some form of a model anti-narcotic law is necessary was made abundantly manifest by the report of the Special Committee on the Acquirement of Drug Habits, submitted by the Chairman, E. G. Eberle, of Dallas, Texas. Statistics were presented showing the great increase in the importation of narcotics during recent years, and disclosing the assistance which drug habits render in helping to fill our insane asylums and similar institutions. In the report of Secretary Mason it was shown that four cocaine measures had been enacted into law during the last year, and seven others had fallen by the wayside—a fact which indicates that the time is ripe for legislative action.

CHAIRMAN KNOX'S ADDRESS

was devoted mainly to a consideration of the Bostwick-Dowling measure which all but became law in New York State during the last session of the legislature. This bill purported to be a general anti-substitution measure, and to render a druggist liable to criminal prosecution if he dispensed on a prescription the preparation of one manufacturer when the preparation of another had been prescribed. Its language was such, however, that it forbade druggists from making any possible change in a prescription, regardless of the conditions. Thus a pharmacist would be liable to criminal prosecution who really acted beneficially in correcting an error that the physician might make—an error of dosage, for instance. Chairman Knox took the position that the New York druggists had been exceedingly unwise to cause the unqualified burial of the measure. In doing so they had laid themselves open to the attacks of the newspapers and the medical journals, and had become subject to the charge that they did not want "to cease the practice of substitution." Mr. Knox declared that instead of killing the bill in its entirety, it should have been so amended that druggists would have been permitted to make any change in a prescription dictated by necessity. Pure substitution as such should have been made illegal; and indeed the druggists of every State should pass anti-substitution measures in their own defense. If they do not, interests other than their own will cause the passage of such measures, and the result will be, not only that really undesirable bills like the Bostwick-Dowling measure will be made law, but that druggists everywhere will stand charged as substitutors and criminals against whom it is necessary to legislate.

SECRETARY MASON'S REPORT

covered as usual the registration statistics for the year, and reported also upon legislative matters. The legislative report was very complete and comprehensive—so much so, indeed, that a summary was prepared for the immediate audience at Mackinac. This, under the title of "The Legislative Year," will be found printed elsewhere in the present issue of the BULLETIN. An abstract of the registration statistics follows:

There are now about 92,459 registered pharmacists in the United States, and 8799 assistant pharmacists. During the year 4262 persons were granted certificates of registration as pharmacists: of these 3171, or 74 per cent, passed the examination; in 522 cases, or 12 per cent, graduation in pharmacy was accepted in lieu of the examination; in 99 cases, or 2.3 per cent, graduation in medicine was similarly accepted; and interchange of Board certificates accounts for nearly all of the remaining 470 cases. Concerning assistant pharmacists, 1143 were registered by examination and 70 without examination during the year. So far as the statistics go, they indicate the presence of but 722 women among the army of nearly one hundred thousand registered pharmacists in the country.

These men are seen looking at the grave of Pere Marquette in the little cemetery at St. Ignace. The grave itself, however, does not show in the engraving. The three standing figures in the center of the picture are, reading from the left, Prof. Puckner, of Chicago; Mr. William K. Forsyth, also of Chicago; and Mr. E. J. Kennedy, Editor of the *Pharmaceutical Era*.

THE PAPERS

presented at the section were as follows:

"Suggestions for Increasing the Membership and the Influence of the American Pharmaceutical Association," by Frederick T. Gordon, U. S. Navy.

"From Strength to Strength," by Ralph B. Gable.

"High Class Druggists, or the Privilege and Duty of the Pharmacist," by C. S. N. Hallberg.

"Lines on Which Pharmacy Laws Should Be Drafted," by Albert E. Ebert.
"Making a Profession by Law," by W. R. Ogier.
"Plant Analysis as a Part of a Pharmacy Course," by L. E. Sayre.
"A Conference of Board of Pharmacy Members," by H. M. Whelpley.
"Drug Legislation," by W. D. Bigelow, chief of the Food Laboratory, Bureau of Chemistry, U. S. Department of Agriculture.
"The Necessity of Legislation Controlling the Sale of Narcotics," by Gustave Wolff, Phar.D.
"Reciprocity in Pharmaceutical Registration," by Gustave Wolff, Phar.D.
"A Step Towards Interstate Registration," by W. A. Dawson.
"Union Examinations," by Joseph Feil.
"Practical Education," by John F. Patton.
"On the Problem of Proprietary and Trade Names," by M. I. Wilbert.
"Pharmaceutical Education and Legislation," by A. J. Eckstein.

The first two papers in this list discussed the subject of membership in the Association, and have already been referred to earlier in the course of this review of the meeting. Doctor Whelpley's paper on

"A CONFERENCE OF BOARD OF PHARMACY MEMBERS"

carried with it a motion, passed in due form, "that a committee be appointed to call together a conference of the various board of pharmacy members present at the convention, and, with the new officers of the section, arrange for a special session of board members at the 1904 meeting of the Section on Education and Legislation." Similar action was taken at one of the sessions of the "Conference of Pharmaceutical Faculties," and altogether it seems quite likely that next year at Kansas City we shall have a conference between the boards of pharmacy and the colleges of the country. This is eminently to be desired.

"HIGH CLASS DRUGGISTS."

Professor Hallberg's paper on "High Class Druggists" was written in his characteristic vein of humor and was richly enjoyed by the audience. It was given up to the criticism of a certain proprietor who had said rather harsh things in an advertisement about the pharmacist who sells a customer a

The members of this distinguished company, caught on the porch of the Grand Hotel, are (reading from the left) Dr. Edward Kremers, of Madison, Wis.; Dr. Philip Mills Jones, of San Francisco; Prof. Frank G. Ryan, of Detroit; Mr. William L. Cliffe, of Philadelphia; and Dr. William C. Alpers, of New York.

package of his own product when the product of the proprietor is called for. We have in this advertisement, said Professor Hallberg, a definition at last of what constitutes not only a "high class druggist," but we are also made to understand that to maintain the dignity and principles of the profession a druggist must subordinate his own judgment in the sale of medicines. "He must come down to a level below that of a grocer who feels perfectly free to prevail on his patron to accept, for example, 'Tryabita,' even when the smile of Sunny Jim has 'Forced' him to ask for that other famous breakfast food. To be thrust into a commercial position lower than that of a grocer in order to attain the distinction of being called a 'High-Class Druggist' is certainly hard, but when in the same breath we are told that only such uphold professional dignity and principles, then indeed we feel like 'speaking softly, but carrying a stout stick."

Prominent among the women pharmacists in attendance at the Mackinac meeting were these three ladies from Chicago—Mrs. M. M. Gray, Miss Stahl, and Miss Gordon. It is of interest to note that Miss Gordon was elected Associate Chairman of the Section on Practical Pharmacy and Dispensing. The lone member of the male persuasion seen in the picture is gallant Mr. Bartells, of Camp Point, Ill.

THE NEW OFFICERS

of the Section on Education and Legislation are as follows: Chairman, Harry B. Mason, of Detroit; Secretary, William L. Cliffe, of Philadelphia; Associates, Frederick T. Gordon, of the United States Navy, E. J. Kennedy, of New York, and D. F. Jones, of Watertown, South Dakota

THE CONFERENCE OF PHARMACEUTICAL FACULTIES.

This body, organized at the Richmond meeting in 1900, is getting to the point where its work is now beginning to tell. Three or four short sessions were held during the week at Mackinac. Several important subjects came up for consideration, and in some instances definite action was taken. The question of membership in the body is an important one, inasmuch as it will ultimately imply a certain degree of standing. Action was taken at the Mackinac meeting which means that hereafter prospective members will be compelled to answer satisfactorily a set of queries regarding their courses of study and preliminary requirements; and incidentally the answers to these queries will comprise valuable information as to just what the standards of the various colleges of pharmacy are. For the present it was decided not to permit members to indicate their membership in the conference in the catalogues of their institutions. A resolution was tabled which declared that none except high-school graduates should be given degrees. A motion was carried recommending to colleges of pharmacy that credit be given to students for actual work done in literary courses just so far as that work duplicates the instruction given in the college of pharmacy itself—that is, such work as chemistry, botany, and the like.

THE BOARD AND THE COLLEGES.

It was decided to issue an invitation urging the State boards of pharmacy of the country to form a similar Conference for the purpose of meeting annually at the same time and manner, and in order that the two bodies might hold joint sessions as often as practicable and necessary. As has already been mentioned in this review of the meeting, a similar invitation to the boards of the country will be sent out by a special committee of the Section on Education and

Charles W. Parsons, for ten years editor of the *Pharmaceutical Era*, and now president of the American Correspondence University, is seen taking an after-breakfast constitutional up the street in front of the Grand Hotel, puffing away at the inevitable cigar.

Legislation. There are many questions which can readily be settled by the mutual efforts of the boards and the colleges, and they are questions which cry out for an early disposition. It is sincerely to be hoped that a well-attended conference of the two classes of men may be brought about at the Kansas City convention next year.

THE NEW OFFICERS

of the Conference of Pharmaceutical Faculties are as follows: President, Dr. H. H. Rusby, of New York; Vice-President, George B. Kauffman, of Columbus, Ohio; Secretary and Treasurer, Wilbur L. Scoville, of Boston, Mass.; Executive Committee; Dr. H. M. Whelpley, of St. Louis, Chairman; and Edsel A. Ruddiman, of Nashville; Charles Caspari, Jr., of Baltimore; J. O. Schlotterbeck, of Ann Arbor, Mich.; and William A. Puckner, of Chicago.

THE ENTERTAINMENT.

The entertainment features of the meeting were thoroughly enjoyable; and the entire credit must be given to the local Secretary, Mr. F. W. R. Perry, of Detroit. Mr. Perry not only conceived the various bits of pleasure, but to an unusual degree executed them himself without assistance. Perhaps the most pleasant feature of the entertainment programme was the drive about the island on Wednesday afternoon. Mackinac Island is rich in natural beauty and historic association; and it was a rare delight, as some of the accompanying engravings may possibly suggest, to be driven through the shaded wood roads, to visit the wonderful geological formations, and to stop at the old fort overlooking the village beneath. Scarcely less pleasurable was the boat ride on Friday afternoon to St. Ignace. This village is only a few miles from Mackinac Island, and is the southernmost railroad point on the Upper Peninsula of the State. Here the visitors left the boat and wended their way up the single long street until the little park was reached where lie the remains of Pere Marquette, the great priest who devoted his life to the conversion of the red man to Christianity. The usual reception and dance was held on Monday evening—the first evening of the meeting; and on Wednesday evening a ball was given by the hotel management, at which the members of the American Pharmaceutical Association also gathered. On Thursday evening a most interesting stereopticon lecture was delivered

One of the beautiful woodland paths with which Mackinac Island abounds.

by Dr. H. M. Whelpley on "The Indian Sacred Red Pipe-Stone Quarries of Minnesota." These entertainments, together with a number of trips, card parties, and the like, arranged for the fair sex, comprised a programme which made the week one of unusual pleasure.

NOTES OF THE MEETING.

Odds and Ends of the Mackinac Convention—Personal Paragraphs—A Few Amusing Incidents—Presentation of the Laurel Wreath!

A picturesque figure seen at the various sessions was Dr. J. R. Bailey, a druggist in business on the island. Dr. Bailey enjoys the distinction of being one of the oldest pharmacists in the State; and his long, pure white beard, together with his finely chiseled features, make him conspicuous in any gathering. "Who is that fine looking old gentleman?" people would be heard asking one another. Dr. Bailey was one of the orators at the first general session. He welcomed the Association to the island and spoke very interestingly of the historical memories of the place.

* * *

A dignified professor and prominent member of the A. Ph. A. rolling a hoop along the lake road, away from the haunts of men and safe from discovery!

* * *

Another one of the orators of the opening day attracted considerable attention. Unlike Dr. Bailey, he was remarkably youthful in appearance, and as he sat on the platform while the welcoming speeches were being made, many persons in the audience wondered what part the young man was to play. Their curiosity was soon to be gratified. President Payne called upon him to respond to the address of welcome on behalf of the new members of the Association; and it is only just to remark that the response was made with true southern eloquence. The young man proved to be O. W. Bethea, of Meridian, Miss.

* * *

It was exceedingly gratifying that several departments of the national government were represented at the meeting. The Public Health and Marine Hospital Service sent A. M. Roehrig, of Staten Island, N. Y., and Henry Gahn of the purveying depot in New York—the two oldest members of the service. The Agricultural Department sent Lyman F. Kebler, chief of the new drug laboratory at Washington; while Frederick T. Gordon represented the navy. All of these gentlemen were called upon to speak at the first general session on Monday afternoon, and were listened to with interest and applauded. Mr. Gordon was dressed in full uniform and made rather an imposing appearance. It is worth while to remark here that this recognition of the A. Ph. A. by the government has a deep significance; it means that in the future the pharmacists in the government employ are to be given a greater degree of respect than has been accorded them in the past.

* * *

Delegates were present from twenty-two State associations, twenty-one colleges of pharmacy, four local associations, two alumni bodies, the N. A. R. D., the N. W. D. A., the Woman's Pharmaceutical Association (Chicago), and three departments of the national government. Mr. Lewis C. Hopp extended the greetings of the N. A. R. D., and Mr. Thomas P. Cook those of the N. W. D. A.

* * *

Dr. Edward Kremers, of Madison, Wis., and Dr. E. M. Houghton, of Detroit, are truly a pair of adventurous spirits! These two men, together with several others, went out for a walk along the cliffs one day, and it kept the rest of the party busy to see that legs and arms were preserved intact and brought back to the hotel in normal condition. The two doctors insisted on scrambling down every precipice and climbing up every hanging bit of rock. It may be charitable to ascribe their enthusiasm to a scientific spirit of investigation, but in private conversation one speaks of such things in rather more forcible words.

* * *

At one of the sessions early in the week E. G. Eberle arose from his seat and asked those who might have any invitations to extend with reference to next year's meeting to please hand them to the Committee on Time and Place of Meeting

Prof. James H. Beal, of Selo, Ohio, and Mr. E. J. Kennedy, editor of the *Pharmaceutical Era*, having a quiet confab on the porch of the Grand Hotel.

some time within the next hour. At this Dr. H. M. Whelpley, sitting on the platform, dryly suggested that the committee place itself in the corner of the hall near a certain large placard, and there receive any invitations that might be offered. As soon as the audience saw that the placard read, "For Kansas City in 1904," they realized the joke, and the laugh went around the hall. This was apparently the end of the incident, but Professor Hallberg, the wit of the A. Ph. A., could not lose so glorious an opportunity and he pun-

gently declared: "The committee refuses to be coerced!" It is quite needless to remark that this brought down the house.

* * *

Professor Hallberg listened as patiently as he could to the long debate in the commercial section on the question of commercial training. Finally he arose. "A good deal of this talk about business training makes me tired. Let me tell you it takes a good deal of the professor's time to get notions out of a clerk's head that his employers have put into it. The great business principle for the pharmacist to keep always in mind is this: How to get the most money for the least quantity of an article. This is an art. The man who can sell a half pound of Epsom salt for five cents is not very much of a genius. The man who dispenses a neat ounce package at that price knows his business!" After the professor had taken his seat, and while the laughter was still in evidence, Mr. W. L. Dewoody gravely walked up the convention hall and presented the speaker with a bouquet which he had picked that afternoon in the fields. The audience roared with delight, and the professor wore the laurel wreath with great pride during the rest of the day.

PROFESSOR HALLBERG,
Who won a laurel wreath one day!

* * *

Next year's meeting will be held at Kansas City. After a considerable debate the time was selected as the week beginning September 5. The college men wanted a late date in August selected, but they were overborne by the business element. The Local Secretary will be Joseph G. Worthmann.

* * *

Prof. James H. Beal was re-elected Chairman of the Council.

* * *

Prizes for the papers presented last year at Philadelphia were awarded as follows: The first general prize of $50.00 to H. M. Gordin for his paper on the "Quantitative Estimation of Strychnine in Mixtures of Strychnine and Brucine;" the second general prize of $30.00 to Eduard Schaer, of Strassburg, Germany, for his paper on "Guaiac-Blue and Aloin-Red, and their use for Chemical Reactions;" and the third general prize of $20.00 to J. O. Schlotterbeck for his paper on "The Color Compound of Stylophorum Diphyllum and Chelidonium Majus." The Maisch prize was awarded to Pierre Felix Perredes for his paper on the "Anatomy of the Stem of Derris Uliginosa;" the Hager prize to L. W. Famulener and A. B. Lyons for their paper on "The Relative Strengths of the Various Preparations of Digitalis and Kindred Drugs as Shown by Experiments on Frogs;" and the Ebert prize to Dr. F. B. Power, of London, England, for his paper on "The Chemistry of the Stem of Derris Uliginosa."

* * *

One of the representative retail druggists at the meeting was M. Noll, of Atchison, Kansas. Mr. Noll has been an enthusiastic association man all his life, and says that the twelve druggists of his town co-operate successfully to their mutual benefit. On Sundays they close between the hours of one and six P. M., one store being left open for the benefit of those who really need medicines during the interim. A unique dial has been contrived and hangs in the window of every druggist. It contains the names of the twelve men, and every Sunday the hand points to the particular druggist whose store is open on that day. The public has been educated to understand the condition of things, and the plan works smoothly and harmoniously. The same hours are observed on the Fourth of July, Decoration Day and certain other holidays throughout the year.

* * *

Thomas V. Wooten has become prominent in the last few years as the Secretary of the National Association of Retail Druggists. He has now made another bid for fame! It happens that Mr. Wooten has never done any fishing. A number of friends prevailed upon him one day at the Mackinac meeting, however, to go over to the Cheneux Islands for a day's sport. An unusually large haul was secured, but it is interesting to note that the very first fish brought up on the line was the largest of the day's catch. And, singularly enough, this particular fish was landed by Mr. Wooten himself!

* * *

Caswell A. Mayo, editor of the *American Druggist,* is certainly a wonder. While a session is in progress, and half a dozen members are excitedly talking at the same time, Mayo takes notes of the debate with his left-hand, writes them out for the printer with his right-hand, and without stopping an instant, or even looking up from his work, orders the messenger boy to take the "copy" and have it sent into the office under special delivery postage. When we get home from the convention we find a copy of the *American Druggist* on our table containing a full report of the meeting!

* * *

Professor Beal is a vigorous and able debater, but there are times when he has to yield the floor. While he was explaining the merits of his draft of an anti-narcotic law before the Section on Education and Legislation one evening, an obliging hotel attendant turned on the steam. At first but a low rumbling and thumping was heard, and it was only necessary for the professor to raise his voice a bit. Gradually, however, the noise increased in ratio, and the professor's voice kept perfect pace with it. This condition existed for a few moments; the professor began to get winded; and finally he looked up in mild protest. The audience laughed. An instant later the noise began to decrease, and the professor began once more. But it was only a moment again before he was compelled to shout himself red in the face, and then it occurred to him that, although defeat was disgraceful, he who runs away lives to fight another day. He sat down. The audience was delighted beyond measure.

* * *

There was one new attendant at the meeting this year who became pretty well known before the week ended. This was Dr. Philip Mills Jones, of San Francisco. Dr. Jones was a member of the committee appointed by the American Medical Association to consider the proposal of establishing a National Bureau of Medicines and Foods; and he and Dr. Rusby were at Mackinac to urge the adoption of the plan by the A. Ph. A. The doctor advocated his cause with force and ability, and made a favorable impression upon the A. Ph. A. constituency —an impression that was heightened by a pleasing personality. Dr. Jones is editor of the *California State Journal of Medicine,* and left for San Francisco a day or two before adjourn-

ment, accompanied by Mrs. Jones. He is shown in one of the accompanying "snap-shot" groups, and is a man of perhaps 35 summers.

* * *

Nineteen graduates of the School of Pharmacy of the University of Michigan were in attendance at the Mackinac meeting, and as soon as they found out that so many of their number were present they got together and held a very delightful and informal dinner one evening. The oldest graduate of the bunch was Dr. A. B. Lyons, of Detroit, Mich., a member of the class of '68. A telegram was sent to Professor Prescott, the well-known and beloved dean of the faculty, who is spending the summer in New York State.

* * *

The bracing air of Mackinac put every one in high spirits. Professor Ryan unconsciously gave expression to the general feeling one day when he remarked that "if he felt any better he'd be ashamed of himself!"

On submitting his report as chairman of the Proctor Memorial Committee, Professor Remington recommended that the memorial fund, which now amounts to about $16,000, be increased to $25,000 before any portion of the interest be used, and that an active canvass be made to increase the fund to that sum. The recommendation was adopted.

* * *

At the suggestion of William Mittelbach, of Booneville, Mo., chairman of the General Committee on Membership, it was decided hereafter to grant an allowance of $1.00 to each person proposing a new member for election in order to reimburse that person for the expense to which he is subjected.

* * *

No exhibit was held this year. Mackinac Island is so far off the lines of railway travel as to render it inconvenient for the purpose. Moreover, the hotel was closed all winter, so that arrangements could not be made sufficiently far in advance.

A LOYAL BUT NEGLECTED SERVANT.

The Window Placard—Its Value in Attracting Business—How the Cards Should be Made, and a Few Specimen Legends for Them—An Eminently Practical Exposition of the Subject.

By RALPH B. GABLE.*

The store window is the right hand of fellowship extended to the passer-by. It is the smile of welcome to him who would enter. This, let me say, is not putting a sordid construction on the office of the window. It is simply a recognition of the fact that the fabric of present day pharmacy is not unlike those of which our garments are made: it has two faces.

It is not my purpose here to delineate window displays or to propose a series of plans for filling windows with novel and attractive arrangements of goods. My sole object is to bring conviction to you that in the window placard you have a loyal but neglected servant. The placard is the one medium through which the average pharmacist can tell store news from day to day, from week to week. Except in a relatively small number of cases he cannot use the newspapers, and the folder or booklet is issued so seldom that the advertiser finds it rather difficult to infuse the all-important element of timeliness into his bit of printed matter.

I want to commend the man who uses placards relative to his various simple home remedies and the toilet helps that he prepares. At the same time I am constrained to protest against the skeleton type of placards so often seen. What I mean by "skeleton" is a mere name printed or painted on a card. Let us have flesh and blood in placards; let us have evidences of life. I suppose my idea can be most strongly emphasized by asking you to imagine that you see a card bearing these words in a window: *"Choice Perfumes."* A little farther on, however, your eyes catch this message: *"Climax Violet Extract. Dainty and sweet as the flowers with the dew still in them."* Or, perhaps, the words before you are *"Climax Rose Extract. A wealth of summer sweetness in every drop."* Which card, may I ask, would make the best impression on you?

SUBJECTS FOR TREATMENT.

We come now to a few suggestions about subjects for placards. One of the primal elements of value in placards is that they can be made suggestive of immediate needs. In a cold snap in winter you can refer to hot-water bottles, lotions and creams for chapped hands, and to a preparation for coughs, if you make one. If your store is equipped with an apparatus for hot soda, a drop in the temperature in the cold months may be a favorable time to display cards about hot drinks, and reminders about atomizers may not be out of order at the same time. Moth preventives have their season, and the same may be said of sponges, chamois, disinfectants and other house-cleaning helps. Spices are most largely in demand in summer and fall, and paraffin, used for

*Read before the Commercial Section of the A. Ph. A. last month at Mackinac Island.

sealing jelly, would find a ready sale at the same time. Flavoring extracts are used all the year round, but most largely at holiday times. Seasoning herbs are likely to be called for around the time of the winter holidays. Egg dyes have their special season, and soda water is the beverage of millions all through the warm months. Then there are some topics that should be regarded as perenially appropriate. Prescription work is one of them; others are the following: hair brushes and hair lotions; tooth brushes, washes, powders, and paste; toilet waters; perfumes; cigars; cameras; photographic chemicals.

Some of the articles or classes of goods here mentioned may seem trifling. My only excuse for offering them is that they go to make up the stock of many thousands of pharmacists. If you exclude all the trifling things from your window advertising, you will take away certain possibilities in telling store news. Your cards will soon become monotonous, stale and unprofitable.

HOW TO MAKE THE PLACARDS.

The next point to be considered is the style of conveying your message. I know full well that many druggists decline to consider placards because of the expense involved. It is a source of satisfaction therefore to bring before you a plan whereby expense is reduced to the minimum. You can be as economical or as luxurious as you like in carrying it out.

Go to a sign letterer or a picture-frame maker and have him make for you from six to ten mats of heavy cardboard. These mats are to serve as frames for your placards. The mats should carry all the decorative or eye-catching features, and should be cut to inclose cards of various dimensions. The sides of the elongated parallelogram comprising the mat should be from 1½ to 3 inches wide. Your mats should be of various dark tints—grays, browns, blues, and greens. This series of mats is, in a sense, the groundwork of your placard work, for each mat in its turn may play many parts. For a national holiday, fasten a tiny silk flag in one corner of a mat, and, ranging down the other side, place a "cut-out" in colors of the benign figure that stands for our country—Uncle Sam. At Christmas time let several of your mats carry sprigs of holly. For a tooth-wash mat get a smiling face. For a liniment use a picture of a football player. For soda water beverages have a sign painter make you several pictures of glasses of soda water. See that the froth is made particularly heavy and in it cut a small slit into which you can insert a straw. Pictures of berries and fruit will also serve you well in arranging mats for soda water. A picture of a lily, a shield, a knight in armor, or a policeman will help you in getting up a card for a disinfectant. Gibson girls will do valiant service in cards about talcum powder, perfumes, or toilet waters. A small ear of corn affixed to the corner of a card may help to have your message about corn cure read. Pictures of feet of various kinds and sizes may also answer the same purpose. A few bars of music printed on the side of a mat may be used as an accompaniment to your mention of the liquid music that you have in the shape of a favorite perfume.

DECORATIVE FEATURES.

These suggestions are sufficient, I think, to show that the possibilities of decorative features are practically unlimited. Discarded lithographs, popular periodicals which print half-tones on heavy paper or use colored plates, old illustrated catalogues of various kinds, will be of great help in affording ideas as well as material for making placard frames attractive. Pictures are a universal languge. They tell some stories without a word of explanation. The cards on which the wording appears should be ordinary white, lightweight, bristol board. Use only black ink in lettering your cards and no fancy or involved forms of letters. Avoid long, bewildering curves and scroll work. Go to your local printer and have him give you samples of printing in "French Old Style" or "Elzevir" type. Better still, have him print several selected paragraphs for you in which all the letters of the alphabet occur. Then you can have models of letters before you at any time.

Once more I want to sound a note of warning about the way you word window cards. Try to make them bright, crisp, persuasive, timely, suggestive. I'm going to read the words of a few placards that I know have been used with good results.

SOME SPECIMEN LEGENDS.

"It's easy to train a child to watch the teeth. Buy our tooth-wash."

"Thin hair makes you look old. Why not try Lavender Lotion?"

"Smoke 'Di Bazan' if you're tired of heavy cigars."

"Good vanilla extract is rare. You can get it here."

"The missing link to comfort—our corn cure."

"A ticket to Comfort costs 5 cts. At the soda fountain."

"There's a man inside waiting to quench that thirst."

"Fortunate is the child taught to use our tooth wash."

"Every lover of dainty odors will like our Violet Water."

"Choose blindfolded from our stock of tooth brushes and you'll be safe."

"We have every kind of a hair brush but a poor one."

"It's easier to put on a chamois vest than to put off a cold."

"Chemical helps for amateur photographers."

"We ought to be selling more hot-water bottles this kind of weather."

"Silver toilet needfuls. None so high as to be extravagant; none so cheap as to shut out goodness."

"Keeping faith with our public has built up our business."

These various wordings are presented not as models of elegance, but all, I think, have the merit of not being perfunctory or conventional, and they serve to emphasize my injunction against the skeleton form of placards.

MAKING SOLUTIONS OF IODINE.

A Rapid and Convenient Method of Preparing Them by Circulatory Displacement—Ingenious, Economical, and Efficient.

By M. I. WILBERT.*

That liquid preparations of iodine are not stable has been known for a number of years. Dr. Coindet, one of the first physicians to use iodine as a medicinal agent, was probably the first to call attention to this fact. (Fisher on Iodine, A. J. P., 1829, p. 87.) Recognizing the fact that solutions of iodine deteriorate rapidly on standing, some way of making small quantities of these solutions with the least possible expenditure of time and energy would appear to be desirable.

From our experience, this is readily accomplished by the use of a simple circulatory apparatus, made from a wide-mouth bottle and an ordinary test tube. A test tube having an outside diameter of from 2. to 2.5 Cm. is to be preferred. This should have from 12 to 15 holes, about 1 Mm. in diameter, in the bottom and lower portion of the side of the tube. A perforated tube may be made by heating a small area of the tube in a Bunsen flame, touching the heated portion with a glass rod sufficiently long to make it adhere, then, by pulling gently on the rod, a localized projection is formed that is later broken off; the irregular shaped holes thus produced are reduced in size and the tube restored to its former shape by heating.

The operation is a simple one when performed by an expert; for the average individual it is perhaps easier and more satisfactory to buy the tubes, as they are quite inexpensive. The outer diameter of the tube should fit closely the inner side of the neck of the bottle; the tube can then be held at any height by using a heavy rubber band, this at the same time acting as a stopper for the bottle.

For making 200 Cc. of tincture of iodine, 150 Cc. of alcohol are put in the wide-mouth bottle, the rubber band is then adjusted so that the upper row of perforations in the tube are well above the line of the liquid, the necessary amount of iodine is placed in the tube, and the whole apparatus, closely stoppered, is set aside for from one-half to two hours in a cool, dark place. When all the iodine is dissolved, the solution is poured into a graduated flask, or other suitable receptacle, the circulatory apparatus is washed out with the remaining portion of the alcohol, and this is then added to the first portion to make up the required amount. For making Lugol's solution, or the U. S. P. test solution of iodine, about three-fourths of the required water is placed in the bottle, the tube adjusted as before; the potassium iodide is then first dissolved, the apparatus well shaken to mix the solution, the iodine added, and the apparatus stoppered and set aside. When the iodine is dissolved, the preparation is finished by washing the apparatus with sufficient distilled water to make up the required amount.

This apparatus is of course applicable to the making of a number of solutions, particularly of such chemicals as are deteriorated by organic matter or are not readily soluble.

*Read at Mackinac Island last month before the Section on Practical Pharmacy and Dispensing of the A. Ph. A.

THE COMMERCIAL OUTLOOK.

A Hopeful View of Existing and Future Conditions—Some of the Unfortunate Phases of the Situation are Considered, and Possibilities of Relief Pointed Out—An Interesting and Suggestive Paper.

By THOMAS V. WOOTEN,*
Secretary of the National Association of Retail Druggists.

The axiom put forth by the great Galilean teacher, "men do not gather grapes of thorns nor figs of thistles," may well serve as the basis of any paper written for the purpose of pointing out the best way (as determined by reason and experience) to advance the welfare of the buying-and-selling branch of pharmacy. The tendency to dwell over-much upon the present not altogether satisfactory status, and to anticipate a continuance for an indefinite period of conditions as bad as those which now exist, if not worse, has become quite general in the last few years and is much to be regretted. It is not only right, it is extremely desirable, that facts be looked squarely in the face at all times; otherwise we shall make little, if any, progress. The more repugnant the facts the greater the need of keen scrutiny. But to say dejectedly, as many have said, "I don't see any future for commercial pharmacy," is to render more difficult a problem hard enough at best by dampening the enthusiasm of those who are willing to give their best thought to its solution. Let us not, then, shake our heads ominously and lament that the times are out of joint; on the contrary, let us determine to view the conditions in true perspective, and, having laid the best plans we can devise for their betterment, let us give ourselves vigorously to the execution of these plans, assured that wisdom born of experience and of earnest endeavor will secure for us such rewards as are justly ours.

THE SCARCITY OF COMPETENT CLERKS,

which seems to exist in nearly all parts of the country, in many cases proving a serious drawback, prompts the observation that the general prosperity now existing has created a demand for capable young men in all the various mercantile and manufacturing pursuits, especially in manufacturing pharmacy, and that many clerks have left our ranks temporarily, if not permanently, to become salesmen or to accept other positions with these houses. By reason of the better compensation and greater personal freedom which characterizes these positions it is likely many of the young men thus employed will not return to retail pharmacy. The disparity between the small number of available clerks and the rather large number of graduates turned out yearly by the various pharmacy schools forces the conclusion that a considerable percentage of these young men either do not enter pharmacy, or if so, that they do not long continue in it. Doubtless the reason for this has been suggested already, namely, that they are better paid, and have fewer working hours in other vocations. Of course a large number cease to be available as clerks because they go into the practice of medicine or open stores on their own behalf.

This brings us to consider what may properly be considered the greatest hindrance to the success of retail pharmacy that now exists, namely,

THE EXCESSIVE NUMBER OF STORES.

The population of the United States in 1900 was 76,215,129; and that year there were, according to the Era Druggists' Directory, approximately 38,730 drug stores, or one store to every 1967 of population. This does not include the thousands of small general stores, and the hundreds of department stores, as well as mail-order houses, throughout the country, that handle medicines. When you consider the excellent sanitary conditions in nearly all sections and the rapid growth of education on the subject of preventing sickness, as well as the increasing number of homeopaths, osteopaths, Christian scientists, mental healers, and others whose patronage is worth very little to a drug store; and when you still further reduce the number of patrons by counting out thousands upon thousands who are cared for in sanitariums, hospitals, free dispensaries, and "homes" of various kinds, besides those who are furnished medicines by dispensing physicians, you reduce the actual number of customers for each

*Comprising the major portion of Mr. Wooten's address as chairman of the Commercial Section of the American Pharmaceutical Association, delivered at the Mackinac meeting.

store to a surprisingly small number of persons. It is not to be wondered at that under these circumstances druggists should find it necessary to vend many articles outside of their legitimate line.

It is well known that many of the new stores owe their existence to the enterprise of rival wholesale drug houses, which houses are willing to incur considerable risk of loss in order to secure new patrons to get at least a part of the business that has gone heretofore to their competitors. Another inducement for the jobber is his appreciation of the fact that if the young man is successful, or even moderately so, the jobber will have a permanent patron because of the retailer's gratitude for the assistance rendered him in getting a start.

THE FOLLY OF IT!

The would-be proprietor whose possession of a few hundred dollars emboldens him to bow his neck to the yoke of proprietorship of a small business would, in thousands of cases, be better paid and enjoy greater freedom from care as a clerk, but, buoyed up by false hopes in which he is encouraged to indulge by the salesman who expects to sell the opening bill, he makes the discovery, when too late for his own good and that of the other druggists of his locality, that there is a wide difference between the amount that comes into the till and the amount that remains after all expenses have been paid, however carefully these expenses may be watched.

The rapid growth of sentiment in favor of making commercial training a part of the curriculum of every school of pharmacy is most gratifying. It is now generally accepted that this training ought to be adequate to the proper conduct of a drug store, that it should be obligatory upon every student, and that a thorough knowledge of this subject should be in all cases a prerequisite to graduation, if indeed it is not made a prerequisite to registration by the boards of pharmacy. In my opinion this section ought to recommend the passage by the association of a resolution embodying these provisions.

CORRECTING THE CLERK SITUATION.

To prevent the ruinous multiplication of stores it is necessary that clerks should receive such treatment as will make them satisfied to remain clerks. To this end more healthful sleeping quarters than many of them now have should be provided, and they should also have the shortest hours possible, consistent with justice to the proprietors. There seems to be comparatively little dissatisfaction now in regard to salaries, the great majority of clerks realizing that in proportion to what the proprietors themselves are earning they are well paid. In this connection I would direct attention to the extremely satisfactory results obtained by some pharmacists of paying their employes, in addition to their salaries, a certain percentage on all cash business done. It is well known that, with excellent results to employers, nearly all traveling and other salesmen are paid on the basis of their sales. While it may not be practical to pay the employes of drug stores upon the basis of their *individual* sales, it *is* practicable to pay them upon the basis of the total business done, and there is no reason why this profit-sharing method, now used so successfully by many mercantile and manufacturing houses, may not be employed to fine advantage by retail pharmacists.

PREVENTING THE INCREASE OF STORES.

To prevent jobbing houses from encouraging clerks to start new stores in territory already congested or fully occupied, it has been suggested that concert of action on the part of those druggists who are threatened with an invasion ought to be used. That this method would not work satisfactorily in all cases is probable, but there have been instances where it has succeeded admirably, the interested jobbers preferring not to incur the enmity of the druggists of an entire community in order to gain one additional customer. Whether the end sought (undoubtedly a great boon) fully justifies the means employed to attain it, every one must decide for himself. Whatever the decision, this is one of the many illustrations which might be given of the power of organized effort, a power the value of which pharmacists have never yet fully appreciated.

Owing to the large expense of conducting a drug store on the plan which custom now ordains, it is necessary that the volume of business be large, otherwise the profit is certain to be unsatisfactorily small. In the cities and large towns, and even in the smaller towns, custom demands that druggists shall occupy the best located store buildings and consequently pay larger rent (as much as 50% more in some cases) than any of their business neighbors engaged in other legitimate lines. Except in localities peopled with farmers or the working class, custom obliges the druggist to furnish his store with attractive fixtures, comprising also a generous supply of mirrors, with shelf bottles and show globes of recent pattern, and with other numerous up-to-date accessories. A superabundance of artificial light must be provided, and the show windows

ought to have constant painstaking attention. All of these things necessitate outlay and expense.

DRUG DEPARTMENT STORES.

Another reason why the volume of business must be large is that owing to the complex character of his business the average druggist is trying to do a commercial business with rather high priced professional help. By demanding a large percentage of profit he may overcome to some extent this disadvantage, but many druggists have found to their undoing that the public will not now pay a professional profit for staple commercial articles. The time when this could be reasonably expected has gone by forever.

To be wholly successful a drug store of the type to which we have become accustomed (I mean no disrespect when I term this a department store in miniature) ought to do a sufficient volume of business to justify the employment of salesmen or saleswomen to vend the commercial articles, and skilled pharmacists for the professional work of the store. Any other arrangement than this gives the department stores a marked advantage in the selling of commercial articles, which they can handle profitably on a very small margin, while the registered men in the drug store, upon whose knowledge and skill must rest the reputation of the business *as* a drug store, gradually lose their value because of devoting so much of their thought to merchandising as to prevent their maintaining the requisite proficiency as professional men.

THE BENEFITS OF COMBINATION.

This brings us to consider the practicability of lessening the number of stores, and increasing the volume of business done in those that remain, through combining several stores under one roof in the hands of one management which shall place the various articles in different departments, each separate from the rest but forming an integral part of the whole, in accordance with the plan now so successfully carried out in department stores. The trend of all business is now toward centralization, because this means the lopping off of needless expenses and the conserving of all the forces which enter into the success of a business, the best possible use being made of thorough system. With our prejudice against department store methods, born of wrongs we have been compelled to endure with such fortitude as we could command, it is not a pleasure to contemplate the drug store of the future as being a department store, but more remarkable changes in business methods are occurring daily, especially in the cities, and it may be the part of wisdom not only to accustom ourselves to the thought of this change, but to prepare to make the most of such opportunities as may be afforded.

CONFERENCES BETWEEN PHYSICIANS AND PHARMACISTS.

Another method whereby the volume of business done by drug stores may be increased is through reducing to the minimum the practice of self-dispensing by physicians. This will require a deal of well directed effort, the task being especially difficult in the towns and country communities. Here again is emphasized for us the necessity of concerted action. Recently in Chicago the druggists of a section of the city gave a dinner at which were present more than a hundred physicians. In the speeches which followed the repast the relations of physicians and pharmacists to each other were freely discussed by representatives of both sides to the edification of all and evidently to the advantage, as results have shown, of physicians and pharmacists alike.

The topic which elicited the greatest interest was the practice of prescribing the various makes of such galenicals as syrup of hypophosphites compound, elixirs of various kinds, especially of the salts of iron and their various combinations, and emulsions, wines, etc. The immense advantage to all concerned of prescribing N. F. preparations, freshly made by pharmacists of known integrity, over the products of manufacturing pharmacists, the greatest merit of which products even when fresh is often the eloquence of the canvassers who urge their use, was carefully considered.

MUTUAL EVILS.

At this meeting there were discussed also the evils of counter prescribing, of refilling prescriptions in a manner detrimental to physicians, and of intolerant criticism and fault finding among the members of the two callings, the outgrowth generally of ignorance of the facts in the case. As the result of this interchange of views it is certain that never have the physicians and pharmacists of that portion of Chicago realized as they do now the obligation resting upon them to work for each other's welfare as a matter of self interest, if for no higher reason. So salutary was the effect of this conference that arrangements are being made for others in the same locality, and I desire to recommend to pharmacists everywhere this method of increasing their business, namely, by cultivating the physicians through convincing them that you understand your business,

that you appreciate and respect their rights, that you deserve their patronage, and that your co-operation is for them a valuable asset.

THE CRIME OF PRICE CUTTING.

Recognition of the necessity of doing a larger volume of business has induced some pharmacists to deliberately take up price cutting as a means of accomplishing the desired object. It is not to be denied that in those rare instances where the cutter's methods are not immediately adopted by his druggist-neighbors (who generally outdo him in giving away profits), this plan succeeds for the individual druggist who inaugurates it. But is not this success gained at ruinous cost to the great body of those engaged in our calling, and is that *true* success which consigns our brother craftsmen (as deserving of success as we) to partial if not complete failure in order that we may profit thereby? It ought to be laid upon the conscience of the American Pharmaceutical Association to condemn the practice of demoralizing prices (when this is done for the special purpose of gaining an advantage over one's fellow pharmacists) as wrong in principle and subversive of the association spirit, to the fostering of which this organization was formed.

THE LEGISLATIVE YEAR.

A Critical Summary of the 1902–3 Bills Affecting Pharmacy—Several New Acts of Real Importance and Necessity—The Beal Model Law Adopted in Hawaii—A Host of Unsuccessful and Undesirable Measures.

By HARRY B. MASON.*

The legislative year of 1902-3 in pharmacy has been full of interest, and full of suggestion also. It has registered a distinct advance in the enactment of a number of laws of real importance and necessity, and as usual it has brought forth also a chaotic mass of impossible, vicious and foolish measures which would have been sad commentaries on our national intelligence had they not failed of passage. No fewer than ninety-eight bills were introduced in the various State and territorial legislatures; nineteen of these found a place upon the statute books; and it is extremely fortunate that on the whole this winnowing process selected the wheat from the chaff with sure intelligence.

FOUR COCAINE ACTS.

Speaking first of the bills which became law, it is exceedingly gratifying, in view of the threatening spread of the cocaine evil, that the year has produced four cocaine acts—those of Georgia, Illinois, Pennsylvania and Texas. Three of these measures contain features which render them decided improvements over pre-existing cocaine legislation. The Georgia law is the customary one limiting the sale of cocaine to physicians' prescriptions, and prohibiting the refilling of these prescriptions. But all three of the other laws go further and stop up a leak which has practically nullified the cocaine acts of several of the Southern States: they prohibit physicians from giving prescriptions for the drug to habitués, provide quite heavy penalties for violations, and in one instance (the Illinois measure) declare that the offending person shall have his license as a physician revoked upon conviction of the second offense. Moreover, recognizing that catarrh snuffs and other preparations containing the drug are fertile causes of cocaine addiction, the Illinois act by implication, and the Pennsyivania act by specific statement, place the sale of these articles upon exactly the same basis as the alkaloid itself. The Texas measure unfortunately exempts proprietary preparations, and it differs from the other acts also in throwing its restrictions around the sale, not of cocaine alone, but as well of morphine and opium. Incidentally it may be remarked that the phraseology of the Texas enactment is unfortunately such that the druggists of the State fear they will not be permitted to sell such common preparations as paregoric and Dover's powder save upon a physician's prescription, and in conformity with the provisions of the law.

THE BEAL MODEL LAW ADOPTED IN HAWAII.

Not less important than the cocaine measures are the new pharmacy laws enacted in the territories of

*Comprising a portion of the report as secretary of the Section on Education and Legislation of the American Pharmaceutical Association. Presented last month at the Mackinac meeting.

Arizona and Hawaii. Wholly apart from its intrinsic merit, the Arizona law is of great importance and significance because it all but completes the scheme of State and territorial legislation in pharmacy which was begun thirty years ago. Every State in the Union proper now has a pharmacy law, and every territory with a single exception. Indian Territory alone has no law, although efforts to secure one were made this year as they had been made during previous years. With respect to the new Arizona measure, it may be described as differing little from the customary pharmacy law, and as being rather better, indeed, than would naturally be expected in a sparsely settled territory in the west. But it is to the Hawaiian act that we must look for the greatest degree of satisfaction. Hawaii has taken the initiative in adopting the Beal Model Law, and as a result even the original thirteen States, with all their traditions and their civilization, are compelled to yield the palm to a far-off island that only yesterday became even a territory. The Hawaiian act, while in some respects departing from the Model Law, contains most of the restrictions to practice imposed by Professor Beal's admirable measure, even to the graduation requirement, and is on the whole superior to the law of any State or territory in the Union.

LIQUOR ENACTMENTS.

The year has brought a number of liquor enactments of unusual importance. New York, indeed, was the theatre of quite dramatic interest during the weeks in which the liquor question was being discussed in the legislative halls of her capital city. Efforts were made by the Excise Commissioner to have a law enacted which would have proved inimical to the interests of pharmacists, but representatives of the drug trade jumped to the defense with determination and intelligence, upheld their cause before legislative committees with rare vigor and success during several weeks, and finally secured the passage of a measure of their own parentage with which they are now expressing the liveliest satisfaction. This unique act provides that druggists who desire to trade in liquor other than on physicians' prescriptions may sell not more than a pint at a time and not to any one person oftener than once in twenty-four hours, upon the use in every instance of a special ten-cent stamp. The measure has been criticized in some quarters, but it would seem to have the advantage of nicely adapting the revenue expense of any druggist to the amount of business done by him, while it would remove from him that temptation to do a larger business which is always present when the tax is so considerable as to constitute a financial burden.

New liquor laws are likewise to be reported from North Dakota, Vermont and New Hampshire. The North Dakota measure emanated from other than pharmaceutical circles, and provides that henceforth no liquor permit shall be issued to a druggist unless he secures a petition signed by 80 per cent of the freeholders and 70 per cent of the women in the town, ward or village in which he does business. Previously it was necessary to secure the signatures only of 25 freeholders and 25 women. Moreover, not more than half a pint of liquor may be sold to the same person within twenty-four hours; and it is provided that the customer must be known to the druggist, and must in every instance sign an affidavit. A second North Dakota law passed this year authorizes counties to pay rewards of $50.00 for information leading to the arrest of persons violating the liquor statutes!

With respect to the new liquor measures of Vermont and New Hampshire, it may be explained that both these commonwealths have now become other than prohibition States for the first time in nearly fifty years, and that general liquor laws have accordingly been enacted. In Vermont a druggist may now sell liquor "only upon a physician's prescription," and the prescription itself must specifically state the ailment for which the liquor is given, and must not be refilled. This restriction is not imposed by the New Hampshire act, but it is provided in that measure that all liquor sales shall be registered. In neither State may a druggist secure a license unless he is a registered pharmacist and in business "on his own account"—a provision intended to prevent saloon keepers and others from doing a liquor business under the guise of druggists. In New Hampshire the annual tax is $10.00. In Vermont it is "not *less* than $10.00," and presumably as much more as the local authorities may happen to find themselves in urgent need of.

OTHER LAWS OF THE YEAR.

Other more or less important laws of the year may be briefly considered. The druggists of California are quite pleased over the enactment of a measure in their State which imposes an annual tax of $200.00 upon all itinerant venders of drugs—"Kings of pain," "Quaker herb doctors," and others of this numerous and versatile class. In Nebraska a law was secured providing that henceforth phar-

maceutical graduates shall not be exempted from examination by the Board of Pharmacy; New York State added one to the several laws throughout the country which prohibit the promiscuous distribution of medicine samples around on door steps and in yards; in Utah a measure was passed that restores to pharmacists a class of business which the general storekeeper had attempted to usurp; in Arkansas the druggists secured amendments to the pharmacy law which provide for re-registration, and which also strengthen the enforcement features of the act; in Maine an amendment was gained placing the nomination of candidates for the Board of Pharmacy in the hands of the State Association; and in North Dakota the pharmacy law was so modified that persons who desire to become apprentices shall register as such, shall possess educational qualifications sufficient to gain entrance into a high school, and shall not be permitted to enter the examination for assistant pharmacists except after two years of service as registered apprentices.

LEGISLATIVE ALCHEMISM!

Almost without exception, if not entirely so indeed, the foregoing list of the year's legislation spells progress. Perhaps the only act which proves the general rule by an exception is one which unfortunately gained a place upon the statute-book of Virginia. This permits regularly licensed physicians in towns and rural districts of less than 1500 inhabitants to register as pharmacists without examination. The druggists of Virginia deserve much sympathy. They are subject to assaults of a similar nature at nearly every session of the State legislature. In 1900 eight bills were made law which required the Board of Pharmacy to register specified individuals without compelling them to go through the needless and annoying formality of an examination. In 1901 an act was passed permitting all persons who had had three years of "experience" before the pharmacy law was first enacted in 1889 to become registered for the mere asking within a specified time. In 1902 an additional number of bills passed the legislature privileging certain persons to register without examination, but this time the Governor had the courage and the wisdom to say "Nay." And now, in 1903, when the civilization of the world, and presumably of Virginia, has reached a dizzy height, we are treated to the spectacle of physicians being converted magically into pharmacists by fiat of law—an achievement which would have delighted the heart of any mysterious alchemist of the dark ages!

UNSUCCESSFUL MEASURES: GOOD ONES.

Turning now more briefly to the numerous measures which failed of success, it is worth while pausing at first to remark, what has already been intimated, that for the most part the bills which met their death were the very ones which richly deserved such a fate. Nearly all of them were either unjust, impossible, visionary, or all these things together. There were a few exceptions, however, and these may receive a moment's consideration.

The pharmacy laws of Idaho and Texas are defective in providing, not for a single State Board of Pharmacy, but for county or district boards; and vain attempts in both States were made again this year, as they had been made before, to improve the situation. The Texas bill passed the legislature only to receive the Governor's veto. The pharmacists of Indian Territory, as has already been stated, failed again in their endeavor to secure the enactment of a pharmacy law and redeem their commonwealth from the disgrace of being the only one now in the country without an act restricting the practice of pharmacy to competent persons; in Florida the druggists were unsuccessful in attempting to gain the passage of amendments strengthening the pharmacy act; in the prohibition state of Maine they failed in an effort to procure a law legalizing the sale of liquor in drug stores; in Alabama they likewise failed to secure an amendment preventing physicians from registering as pharmacists without examination; in California an attempt was unsuccessful to abolish re-registration and make the State support the Board of Pharmacy by annual appropriation; and in Pennsylvania a bill making graduation a requirement to practice fell by the wayside. Cocaine measures of varying merit failed of passage in the legislatures of Alabama, California, Minnesota, Nebraska, Missouri, Wyoming and West Virginia. "Shorter hours" bills, introduced in behalf of the clerks, met the same fate in California, Wisconsin, Minnesota and Washington, D. C.

UNSUCCESSFUL MEASURES: BAD ONES.

Leaving these more or less commendable measures, most of which were introduced through the efforts of the pharmacists themselves, it may be observed that the year has been fertile in two types of bills which, like the poor, are always and eternally with us—one providing that proprietary medicines shall bear their working formulas upon the label, the other permitting physicians to register as pharmacists without examination. Measures of the first

type were introduced in six legislatures,[1] and in addition to these there were bills in different States prohibiting[2] the sale of "patents" which contain more than one per cent of alcohol, directing[3] that "patents" which contain any alcohol whatsoever shall state the percentage on the label, declaring[4] that "patents" which contain more than five per cent of alcohol shall be deemed alcoholic beverages and sold only by dealers who pay a retail liquor dealer's license, and prohibiting[5] the manufacturers of "patents" from using portraits of persons in advertisements without their consent. Measures of the second type, permitting the registration of physicians, were considered by six legislatures,[6] and other efforts to let down the bars were made also in five bills in as many States which gave the privilege of registration without examination to graduates of pharmacy,[7] to all pharmacists who had five years' "experience" prior to the passage of the original pharmacy act[8] (1882), to eighteen specified individuals,[9] to all clerks of seven years' experience,[10] and to "every person who had been engaged in the business of dispensing pharmacy on his own account for five years."[11] The climax was reached in a Connecticut measure which generously and philanthropically suggested that the pharmacy act be suspended entirely for two years! The Virginia bill, already mentioned, was the only one of this numerous class which became law, and we should be devoutly thankful that no others ran the gamut successfully.

TWO IMPORTANT BILLS.

Numerous other measures inimical to the interests of pharmacists were introduced in various legislatures. Great concern was aroused in New York State over the Bostwick-Dowling measure, which would have rendered the druggist amenable to criminal prosecution if he dispensed in a prescription the preparation of one manufacturer when the preparation of another was indicated, and which was defeated only after the most determined and able opposition of the leading pharmacists of the State. Equal interest was felt in a Wisconsin measure which, introduced at the behest of a cutter, would have prohibited the operation of the tripartite plan in that State, and the death of which was accomplished only through the earnest efforts of representatives of the N. A. R. D. and the local associations.

A Massachusetts bill provided for the abolition of the Board of Pharmacy, while two other measures, one in Massachusetts and one in Missouri, made provision for the consolidation of the Boards of Pharmacy, Dentistry and Medicine. It was in Massachusetts also that effort was made, as it had frequently been made before, to take away from the Board of Pharmacy the salutary authority which it has over the issuance of liquor licenses to the pharmacists of the State. Poison-cork or poison-bottle bills, contrary to the usual condition of things, appared in but three legislatures[1] this year. In four States[2] bills were introduced through the efforts of the saloon interests which in some instances would have compelled pharmacists to pay a tax nearly, if not quite, equal to that of saloon-keepers, and which would have placed the druggist almost upon the saloon-keeper's level. A New York measure would have given general dealers the right to deal in pretty much everything, if only in packages bearing the label of a registered pharmacist. And in Massachusetts and New York bills were brought forward which, like those that failed in a number of States a year ago, would have rendered it illegal for the pharmacist to carbonate his own soda water on the premises.

THE YEAR IN RETROSPECT.

A bird's-eye glance backward over the legislative year can scarcely fail to arouse feelings of gratification. Two pharmacy laws have been enacted in territories which previously had no measures at all; one of these, that placed upon the statute book of Hawaii, is an adaptation of the Beal Model Law and is perhaps superior to the pharmacy act of any state or territory; four cocaine bills, three of them uncommonly meritorious, have been passed; the druggists of New York State have secured the enactment of a liquor law with which they are greatly pleased; in the prohibition States of Vermont and New Hampshire the illegal and promiscuous sale of liquor has given way to its sale under restrictions which are at once wise and enforceable; provision has been made

[1] Massachusetts, Minnesota, Tennessee, Washington, Oregon and Pennsylvania.
[2] Massachusetts.
[3] Minnesota.
[4] Minnesota.
[5] New York.
[6] Arkansas, Michigan, Minnesota, Kansas, Wisconsin and Massachusetts.
[7] Wisconsin.
[8] Wisconsin.
[9] Kansas.
[10] Nebraska.
[11] Nebraska.

[1] New York, Minnesota, and Tennessee.
[2] Michigan, Minnesota, Connecticut, and Missouri.

in North Dakota for the registration of apprentices and the establishment of a grammar school requirement; in California the unfair and unskilled competition of hawkers and venders of medicines has been lessened; in Utah that of grocers and general dealers has been largely eliminated; and in other states the pharmacy acts have been strengthened and improved in various ways. It is true that a number of additional measures of a meritorious nature failed of success in different states, but on the other hand death was meted out successfully to a host of bills which, if made law, would have done pharmacy incalculable harm. The year has altogether been a year of progress; the wheel has been turned forwards, not backwards; and this assurance should give us hope for the future.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 323 of the August* BULLETIN.)

Why is sodium carbonate preferred to potassium carbonate in making magnesium carbonate? It is cheaper and purer; and the sodium sulphate is easier to wash out than the potassium sulphate.

Why is some commercial ammonia marked "F?" "F" stands for "strong," and "FF" for "double strength." These strengths are arbitrary, however, and vary with different manufacturers.

Why is chlorine gas washed with water in making chlorine water? To remove any hydrochloric acid that may be volatilized.

Why should the temperature of the water for absorbing chlorine be about 9° C. or 10° C. It is claimed that at a temperature above or below this water does not absorb as much chlorine, nor absorb it so readily.

Why should a safety or thistle tube be placed in the chlorine generator? Removing the heat causes a contraction in the generator. The water of the wash bottle would be sucked back, and, coming in contact with the hot liquid or retort, would cause an explosion or a cracking of the retort.

Why is phosphoric acid used in preference to other acids in making hydrogen dioxide water? Experience shows that phosphoric acid gives a rather larger yield.

Why is fusion resorted to in making silver nitrate? To get rid of nitric acid.

Why is gold and sodium chloride recognized by the U. S. P. instead of gold chloride? Gold chloride keeps better when mixed with sodium chloride.

Why should a large excess of ammonia water be avoided in making bismuth and ammonium citrate? Heating bismuth citrate with a large excess of ammonia water tends to form the insoluble bismuth hydroxide.

Why, in making precipitated calcium carbonate, are solutions of calcium chloride and sodium carbonate hot when mixed? Heat makes the precipitated calcium carbonate denser and more easily washed free from the sodium chloride.

Why does lime produce heat when mixed with water? Chemical reaction takes place, forming calcium hydroxide.

Why does chlorinated lime become moist on exposure to air? It contains calcium chloride, which is hygroscopic.

Why should heat not exceed 25° C. in making chlorinated lime? Heat above that causes the formation of calcium chlorate.

Why is starch used in making sulphurated lime? It is not necessary, but aids in the reduction of the sulphate.

Why, in the U. S. P. method of estimating sulphurated lime, should potassium ferrocyanide give no color when added to the filtrate from the mixture of sulphurated lime and copper sulphate? If the full amount of sulphide is in the sulphurated lime all of the copper will be precipitated and none will pass into the filtrate. If copper passes into the filtrate it will give a red-brown color when potassium ferrocyanide is added.

Why is hydrochloric acid used in making purified animal charcoal? It converts the phosphate and carbonate of calcium into the soluble chloride.

(*To be continued.*)

LETTERS.

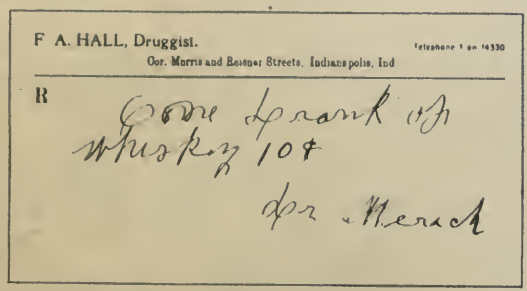
"SWEET HOPE WAS DEAD!"

To the Editors:

Apropos of prescription writing, a subject to which the BULLETIN has recently been devoting considerable attention, I send you a specimen for interpretation. Recently a seedy-looking gentleman, with a "plug" hat somewhat damaged from active service, and a beautiful nose to match, called in the store and very gravely asked for a drink of whiskey. As it is against the law in this State to retail liquor, I told him that I was not allowed to sell it without a prescription from a physician.

"Why," said he, "I am a physician myself. I will write you one."

To save further argument I handed him a blank, on which he wrote the following:


F. A. HALL, Druggist. Telephone 1 on 14330
Cor. Morris and Reisner Streets, Indianapolis, Ind
R
Come drank of whiskey 10¢
Dr. Merach

After glancing over his written longing, I looked at him and smiled in that far-away, goo-goo-eyed fashion that expresses hidden wisdom. He quickly saw that sweet hope was dead, and so without a word, but with great dignity, he bowed stiffly and passed out into the wide, wide world, either praying or cursing—I could not tell which, as some bungaloos on the sidewalk were shaking out their legs to the tune of Hiawatha. F. A. HALL.

Indianapolis, Ind.

A CORN CURE WINDOW.

To the Editors:

I append a description of a window which I have dressed to draw the attention of the public to my corn cure, and it has been a great advertiser. I have sold more corn cure in the last three days than I have sold for three months before. Here it is:

I placed 100 pounds of loose corn in a heap in the center of the window.. Four inches from the window glass I had the name of my corn cure ("Magic Corn Cure"), the letters being made with the loose corn. On the two sides of the pile I had bottles of the corn cure itself.

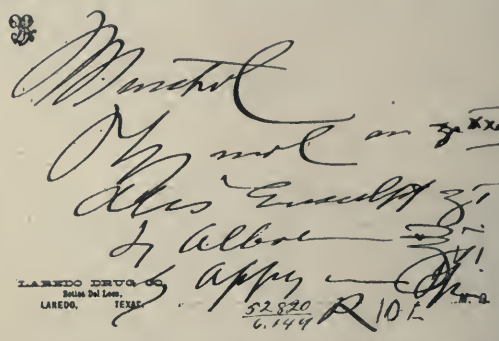
Nearly everybody that passes by stops and looks to see what the meaning is of so much corn in a drug store window. In fact an illiterate customer came in this morning and wanted to know "How I sold the corn in the window!" E. R. WIGLE.

Wiarton, Ont.

PRESCRIPTIONS FOR INTERPRETATION.

To the Editors:

I have been much interested in trying to decipher the specimens of illegible prescriptions which have appeared from time to time in the BULLETIN of late. I enclose two specimens which may be of interest. Here is one:

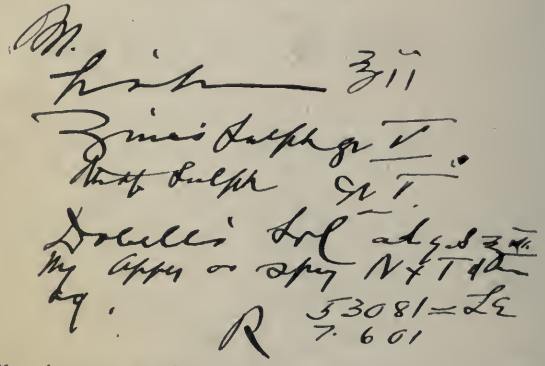

Menthol
Thymol
Oil Eucalyptus
Liq. Albolene
Apply
LAREDO DRUG CO.
Bottles Del Loco,
LAREDO, TEXAS.
52820
6.149
R 10¢

Lest BULLETIN readers may find some difficulty in solving this, I give the solution:

Menthol	25 grains.
Thymol	25 grains.
Oil of eucalyptus	1 drachm.
Liq. albolene	6 ounces.

Sig.: Apply every three hours.

The second prescription follows:


Listerine
Zinc Sulph
Morph Sulph
Dobell's Sol
My Apply as spray N & T
R 53081 = LE
7.601

The interpretation of the foregoing prescription may be given as follows:

Listerine	2 ounces.
Zinc sulphate	5 grains.
Morphine sulphate	1 grain.
Dobell's solution, ad q. s.	8 ounces.

Sig.: Apply as a spray to nose and throat, diluted with water.

THOMAS REED.

Laredo, Texas.

THE ADMINISTRATION OF CASTOR OIL.

To the Editors:

I have seen a good deal of discussion in the BULLETIN about the most palatable way of taking castor oil. Let me say that here is the most satisfactory method I have ever found: Draw two ounces of sarsaparilla syrup in a glass; turn on the fine stream from the fountain, filling the glass nearly full of foam; pour in a dose of castor oil, and then drink the whole thing. You will never know that you are taking castor oil!

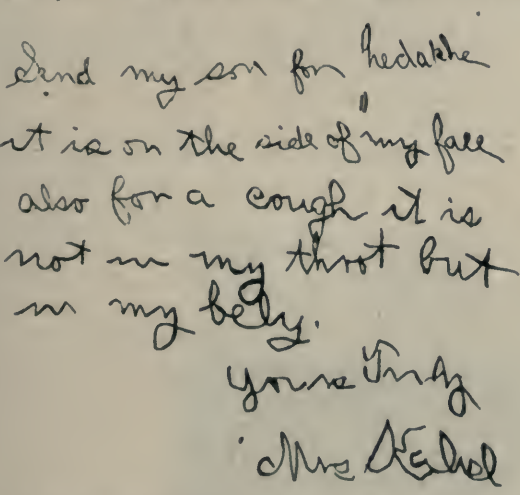
E. E. BRASINGTON.

Maiden Rock, Wis.

WHERE HER COUGH WAS!

To the Editors:

I send you herewith an order received this morning. You may publish it, if you wish, for the amusement of our brother pill tossers.



A. W. SMITH.

Templeton, Cal.

REGARDING PRESCRIPTION DECIPHERMENT.

To the Editors:

If the prescription submitted by Mr. Jonah F. Rupert on page 295 of the July BULLETIN were handed me to dispense, I should put in fluid extract of quebracho for the second ingredient, but might stick at the fifth one. This should be grindelia, but is sufficiently far from it in appearance to justify further consideration. It might not be out of place in this connection to emphasize the advantage of familiarity with the therapeutic properties of drugs in dispensing prescriptions. We have become accustomed to consider therapeutics as beyond the scope and requirements of the student of pharmacy, and have almost excluded that subject from the curriculum of studies of some of our teaching institutions, and possibly consistently so; but yet, given the problem propounded by Mr. Rupert, the usefulness of that knowledge is apparent in helping us to interpret prescriptions and arriving at the identity of certain ingredients.

HENRY WATTERS.

Ottawa, Ontario.

AUGUST PROBLEMS.

Interpreting the illiterate orders reproduced in *facsimile* in this department of the BULLETIN last month, Otto Raubenheimer, of Brooklyn, N. Y., thinks that the one on page 340 was written by "the fashion-tilling (farming) woman." Mr. Raubenheimer is slightly in error. The distinguished lady who wrote the order was a "fortune-telling woman!" Referring to the group of orders on page 341, Mr. Raubenheimer thinks that the second article in the fourth division calls for "Nowitz Kana Indian Tea." On the contrary, the article indicated is "Rocky Mountain Tea," a proprietary sold quite largely in the West.

FROM AN ENGLISH PHARMACIST.

To the Editors:

Let me say that the BULLETIN OF PHARMACY is always welcomed by me upon its arrival month by month. There is something so cheery and invigorating in its pages, that one would feel quite lost without it; and I wish it a still greater success in the days that are yet to come.

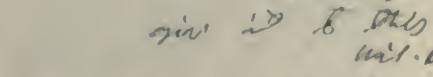
ERNEST C. CRIPPS.

Berkhamsted, England.

AN ILLITERATE ORDER.

To the Editors:

The enclosed specimen of illiterate orders may be translated as follows: "Send me fifteen cents of



opium. Mrs. Joe Owens. Give it to this girl; it will be all right."

STONECYPHER DRUG CO.

Westminster, S. C.

BUSINESS HINTS.

"Professional Etiquette."—

Mr. B. S. Cooban, the well-known Chicago druggist, recently found that he had in stock a large supply of that expensive kind of stationery known as "French organdie." The fad, like all other fads, had passed by, and the paper hung like a dead weight around Mr. Cooban's neck. What did he do with it? He bethought himself of an ingenious scheme. He would print on the two inside pages of the sheet a convincingly written "story" about the professional policy of his business, and on the first sheet, in the left-hand upper corner, he would imprint the title: "Professional Etiquette." This was done, and the circulars were then sent out under two-cent postage. When the recipient found one of these in his mail, addressed in neat hand-writing, and when he saw what exquisite stationery was employed, he thought at once that he had received a message or letter from some private correspondent. He therefore opened it with that degree of interest which is decidedly unusual with advertising material. The inside was so elegantly done also, and the "story" was so pleasantly told, that the effect was heightened rather than lessened; and it may be set down as a fact that Mr. Cooban's ingenious plan proved a great success.

A Novel Ad.—Book Covers.—

Something out of the ordinary in the way of an advertisement is used by Owen Raymo, of Wayne, Mich. He distributes paper book-covers free among the school children. These are made of strong manila paper so cut that they serve the purpose effectively, and are gummed so that they may be secured in place. We find that they are made by the American Book Protector Co., of 144-146 Monroe Street, Chicago, Ill. Blanks are provided on the front of the cover for the title of the book, and the name and residence of the owner. On the back Mr. Raymo prints the following advertisement in red ink:

WE GIVE

these Book Covers to any one having a book he wishes to protect. We also give the best value in School Supplies it is possible to get.

THESE BOOK COVERS

are meant to especially remind you that we always strive to satisfy our customers in every particular. We have but one price to all buyers.

TO ANY ONE

in need of anything kept in a good Drug and Book Store this is an invitation to COME HERE. We want your trade—and your good-will—you need our goods.

OWEN RAYMO,
The Wayne Druggist.

Everything for School.

A Sponge Window.—This display was designed by C. G. Gibson and appeared in one of the windows of Mr. W. P. Hucke's well known pharmacy in Kansas City. A great variety is shown of sponges, bath brushes, bath mittens, and about everything else that can possibly be utilized for bath purposes. The quantity of goods was unusually great, the arrangement was attractive, and the result was that the window drew the crowd and sold the goods.

Advertising Uranalytical Work.—

The advertising methods used for a department of uranalysis in the drug store must of necessity differ from those usually employed to bring new ventures before the public. Mortimer Bye, of Baltimore, Md., says (*American Druggist*) that the most effective and feasible plan in his opinion would be to issue a carefully worded letter to a selected list of physicians, stating the object of the new department and requesting a share of their patronage. The letter should be brief, and might be worded somewhat as follows:

P. J. Blank, M.D., Potomac Avenue:

Dear Sir—It affords me pleasure to inform you that, in connection with the other departments of my business, I have equipped a complete laboratory for the analysis of urine, where work of this character will be carefully and accurately conducted at the minimum of cost to physicians. The work will be under my personal supervision, thus making it possible for me to guarantee the correctness of all examinations.

Hoping you may find it convenient to favor me with a share of your patronage, I am,

Respectfully yours,
DAVID JONES, PH.D.

In addition to sending out a letter of the kind suggested, Mr. Bye would make an effort to see in person as many prospective patrons as possible. In cases where a letter might find its way to the waste basket a personal interview would produce the desired results. In every case physicians should be asked to visit the laboratory and even witness an analysis being made. If space and means permit a portion of the store should be partitioned off for the equipment of a small model laboratory. While the cost of this would be comparatively slight the gain would be perceptible, since the appearance of the store would be much improved, the arrangement being attractive and businesslike.

Advertising to the Physician.—

Advertising direct to the physician is a very important feature of the advertising problem, and one which should be given considerable attention and thought, said David R. Dorn recently in *Merck's Report*. "First, of course, you ought to visit the physicians in your neighborhood personally at occasional intervals, taking along a few samples of your pharmacopœial or other preparations, and convincing

A PERFUME DISPLAY—This trim is the handiwork of J. Hermann Pritts, of Manhattan, Kansas. Unfortunately the photograph does not do justice to the display, nor adequately render a conception of its beauty and color harmony. A box three feet high was placed in the center of the window and covered with old gold and black tissue papers. A large triplicate mirror was then put on the box, and the two wings placed at such angles as to give the best reflections. Across the top of the mirror was stretched a sheet of black tissue paper, with an electric bulb dropped through the paper to the center of the mirror. Inch strips of paper were arranged in the manner shown by the engraving; they were tacked to the window-sills an inch apart, with the exception that at the top the support was not the window-sill, but a thin strip of board fastened across the window-glass about six feet from the bottom of the window. The strips of paper were of the two colors previously mentioned, old gold and black. Two strips, one of each color, were twisted together; and they were tacked to the edges of the mirror and the box as seen in the engraving. The printed card may easily be read, and it explains itself. Finally, half-pound bottles of perfumery were placed in the recess formed by the mirror and on top of the concealed box.

them of your skill and honesty, and of your willingness to coöperate with them. Next, you ought to send them an occasional letter (*written by a typewriter,* not printed) calling their attention to certain new remedies or synthetics that you have recently stocked, or to an addition lately made to your supply of bandages, instruments, or goods of any kind. And in the third place do not forget that you must handle the very best goods, and that you must take scrupulous care with your prescription work, if the physician is to keep a good impression of you and your store."

A Mechanical Window.—

Mechanical windows are trade bringers. People will be attracted by moving objects when nothing else will arrest their attention. A good window can be made by representing a country scene, says Charles L. Berry in *Pharmaceutical Era.* The window can be covered with moss to represent grass; small fences can be arranged to give the farm the appearance of being divided into fields. Fences can be made with half-inch square strips sawed into four- or five-inch lengths, and very thin strips nailed to them. A stream of water can be arranged by using a piece of old rain spouting and filling the bottom of it with pebbles and gravel; have it cross one of the fields. Make a house and an old fashioned barn out of one inch pieces of limbs of trees. Get some toy cattle, chickens, sheep and hogs, and arrange them in different parts of the farm. Introduce some motion into the window. This can be a movable roadway. Take some toy animals and fasten them to table oil-cloth, making it into an endless belt. Take a board the length you want the traveling roadway; to this attach rollers at each end. To one of the rollers fit a belt wheel, and over these rollers stretch your endless belt with the animals attached. To the wheel put a small belt (strong twine will do) and attach the belt to your motor—an electric fan with the paddles detached and a spool substituted in their stead makes a fine motor. Start the motor, and your belt moves, which gives the animals the appearance of traveling along the road. On the back of the window display signs advertising your face cream, cough cure or anything you want to push. This window requires some work, but the returns will fully justify any amount of work. People will walk miles to see a window of this kind. Have samples of the remedy and a sign inviting the people to get one. This not only gives them an opportunity to try your remedy, but it will bring people into your store who probably would not come under any other circumstances. When they do come in, treat them in the right manner and they are very likely to come again.

Two Attractive Displays.—

One of the best business men in the city of Port Huron, Michigan, to look after attractive window displays is Major Ed. J. Rodgers, the Military Street druggist. His latest window designs are attracting much attention. Having a special sale on perfumes and toilet articles, he has used these materials for his displays. The north window has been tastily decorated in Oriental draperies, and neatly and attractively arranged are the Oriental perfumes and soaps. At night an Oriental lamp sheds a soft red glow on the pretty display. In the south window Old Glory is festooned, and nestling amid the folds of the American flag are the American perfumes and soaps. Many complimentary remarks have been passed on the two attractive displays.

Have Packages of Goods Put Up Ready for Sale.—

Myron Puff (*American Druggist*) thinks that to make possible the rapid serving of customers in the busy hours, the various pills, such as quinine in different sizes, cathartic compound, rhubarb compound, antibilious, etc., should be boxed and wrapped during the hours when there is less doing at the counter. The same plan should be followed with Rochelle and Epsom salts, cream of tartar, borax, compound licorice powder, insect powder—in fact with everything which will keep well in packages, and which is frequently called for. Most of these articles, for the convenience of the consumer, should be sold in small cardboard boxes. For insect powder, plain tin boxes with a shake top should be used. They can be wrapped with paper and a label pasted on.

Pure Drugs.—

C. L. Rich, of Litchville, N. D., had an excellent ad. recently on the necessity of pure drugs. Under the caption, "Where Purity is Paramount," appeared the following:

A thoroughly competent and experienced farmer concentrating his entire energies on a piece of rich, fertile soil, will find his efforts absolutely without result if his seed is not right. A striking parallel is found in medicine. Though you engage the service of a skilled and experienced physician, his prescription may as well be thrown in the fire as prepared with poor quality or impure drugs. Yes, better that they be burned than what was intended to give health should injure it. The good of a doctor's prescription depends entirely upon how it is dispensed and the quality of the drugs used.

PRACTICAL PHARMACY.

A. PH. A. PAPERS.

Several papers were presented at the Mackinac meeting of the American Pharmaceutical Association last month which were of such a nature that they fall within the purview of this department of the BULLETIN. It has therefore seemed to us proper to present abstracts of them in this place. Several papers are printed in full elsewhere in the present issue, and others are reserved for this treatment in future numbers.

SOLUBLE IODINE. A paper on this subject was read before the Section on Practical Pharmacy and Dispensing by M. I. Wilbert. Mr. Wilbert had made some experiments with a view to producing preparations similar to those found upon the open market of a semi-proprietary nature. He had found that a preparation could be made by the use of a 2-per-cent alcoholic solution of iodine to which is added a small quantity of ammonium iodide. So prepared, the article will mix with any proportion of water; and this is an advantage which is greatly desired under some conditions. Physicians very often want to combine iodine in aqueous solutions. Mr. Wilbert had found also that a small quantity of borax prevents decomposition of the solution—prevents it by avoiding the formation of hydriodic acid. Discussing the paper, Professor Fennel declared that, contrary to Mr. Wilbert, the proprietary preparations were simply made by the distillation of a solution containing one ounce of iodine to the pint of alcohol. They contain no ammonium iodide or sodium borate. Another speaker, Mr. Wm. C. Kirchgessner, of Grand Rapids, Mich., thought the preparations of the market were solutions of iodine in hydriodic acid; and this opinion was expressed also by another. Mr. Lewis C. Hopp remarked that equal portions of iodine and resorcin result in a preparation which is not only soluble in water, but which is devoid of the caustic effects of iodine and therefore of great therapeutic advantage under certain conditions.

MUCILAGE OF ACACIA. This subject came up on the floor for discussion one day and Lewis C. Hopp remarked that whenever it became necessary in an emergency to make mucilage of acacia quickly he had found that "tarlatan" served the purpose of a strainer much better than ordinary muslin. The meshes were larger. He went on to say, too, that in general it was much better to use granulated acacia instead of the powdered article in the manufacture of the mucilage. W. A. Hall declared that he had found the following method to be the most satisfactory in the preparation of this article: Using a wide-mouth bottle, he fills it completely full with distilled water and acacia in the proper proportions—so full, indeed, that the cork, when inserted in place, touches the liquid. The bottle is then stood first on one end, and then on the other; and this process is repeated three or four times a day. A solution is thus soon made without any difficulty, and it keeps better than when made by any other process. Mr. Ebert remarked that mucilage of acacia would always keep well if 25 per cent of lime water were used in its preparation; and Mr. Smith went further and stated that he always used 50 per cent of lime water. When so made, said Mr. Smith, the product keeps nicely, and for emulsion purposes is a great improvement over the ordinary article. It was brought out in the discussion, however, that a lime-water product could not be used in a prescription where alkaloids were involved. To avoid any such difficulty, Mr. Hopp uses a small portion of chloroform water in the preparation of his mucilage. This preserves it nicely, and causes no incompatibility under any conditions.

SYRUP OF HYDRIODIC ACID. Otto Raubenheimer, in a paper read before the Section on Practical Pharmacy and Dispensing, presented the following formula for a permanent syrup of hydriodic acid:

Potassium iodide	16.6 grammes.
Potassium hypophosphite	0.5 gramme.
Glycerin	125. Cc.
Distilled water	50. Cc.

Dissolve in a 250 Cc. prescription bottle, and add to it the following solution:

Tartaric acid	15. grammes.
Dilute alcohol	50. Cc.

Mix and put in ice water for two or three hours. Meanwhile prepare, by either the hot or the cold method, a syrup of:

White rock candy	500. grammes.
Distilled water, enough to make	700. Cc.

Strain through flannel. Into this syrup, by means of a long stem, a covered glass funnel, and a white cover paper, filter the solution of hydriodic acid, being careful to distribute the precipitated potassium bitartrate as little as possible in the bottom of the prescription bottle. After all the liquid has been filtered, add 25 Cc. of distilled water to the prescription bottle; shake it well and pour into the filter. When the liquid is all filtered remove the filter and add enough distilled water to make 1000 Cc. Next add a heaping teaspoonful of purified, coarse animal charcoal to the syrup; shake well and

set aside for one or two days, agitating occasionally. Then filter the syrup through a white filter paper in a covered glass funnel. The product is now finished and will keep satisfactorily.

COMMENTS ON THE SUBJECT.

With respect to the foregoing formula Mr. Raubenheimer declared that it had several advantages. First, glycerin acts as a preservative. Secondly, no evaporation of the solution is resorted to, and a greater permanence of product is thereby secured. Thirdly, the use of rock candy syrup avoids the impurities more or less common to cane sugar. In the discussion which ensued Mr. Ebert expressed a fear that the acid solution, after it had passed through animal charcoal, would be very likely to contain other things than hydriodic acid—such as lime salts, for instance. Moreover, it was his opinion that pure cane sugar can be secured if the druggist buys it of his drug jobber and specifies the pure product. To this suggestion Mr. Eliel replied that, living in a small town, he had found it difficult to procure pure cane sugar, and had adopted the method of employing cut-loaf sugar. This he had used for years and found very satisfactory. Mr. Ebert remarked that in making syrup of hydriodic acid it is only necessary to boil the simple syrup; this converts the sucrose into glucose; and the glucose acts as a preservative agent. Professor Koch pointed out, however, that the color change in the syrup of hydriodic acid is due to caramelization, and *will* take place in the U. S. P. process. He remarked that if the amount of sugar were reduced to one-half or two-fifths the prescribed quantity, a permanent syrup could be secured without further difficulty.

A PHENACETINE TEST.

George M. Beringer, of Camden, N. J., read a paper of considerable interest and value before the Scientific Section on "The Identity Tests for Phenacetine and Acetanilid." After a comparative review of the various tests, he recommended one devised by himself, the procedure of which is as follows:

Boil 1/10 Gm. phenacetine one minute, with 3 Cc. of 50-per-cent sodium hydroxide solution; cool, agitate with 5 Cc. chlorinated soda solution. If the product is pure, a clear yellow liquid will result, while a purple-red or brownish-red cloudy liquid or precipitate indicates the presence of acetanilid. This, together with the determination of the melting point and the application of Hirschsohn's bromine water test, affords ample protection.

Mr. Beringer presented a second paper giving the results of the examination of 182 samples of phenacetine, bought in the open market in 5, 10, and 15 cent quantities at drug stores in New York, Philadelphia, Atlanta, New Orleans, Detroit, and Baltimore. Of the entire number 27 were grossly adulterated, 7 slightly contaminated, and 148, or 81.32 per cent, were pure.

AN INSTANCE OF INCOMPATIBILITY.

E. Fullerton Cook of Philadelphia commented upon the following prescription, which was presented by him as showing a rather unusual form of incompatibility, and one deserving of interest:

Sodium bicarbonate	10 grains.
Calomel	10 grains.
Extract of cascara sagrada	½ drachm.
Aloin	4 grains.

Mix, and make into 20 pills.

Mr. Cook remarked that these pills, when dispensed, swelled enormously and liberated carbon dioxide. If the extract of cascara sagrada is omitted, no such phenomenon results. The trouble is due to the resin-like bodies of the cascara; these react with the sodium bicarbonate as acids, causing the liberation of CO_2. The trouble can be obviated only in this way: Use the *powdered* extract of cascara sagrada, and put the preparation in capsules, filling them dry. The least bit of moisture will cause the chemical change to take place.

METHYL ALCOHOL.

H. A. Brown Dunning, in a paper presented to the Section on Practical Pharmacy and Dispensing, expressed the opinion, after the marshaling of abundant statistics by way of confirmation, that there is "no excuse for the use of methyl alcohol at the present time in any pharmaceutical preparation intended for internal administration. If any pharmacist or manufacturer decides to take the responsibility and make use of this alcohol, he should put the preparation on the market bearing a poison label." In discussing the paper, Mr. Leo Eliel, for many years chairman of the A. Ph. A. Committee on the Revision of the Pharmacopœia, declared that methyl alcohol should never be used at all—not even in external preparations. He cited some experiments conducted by himself a few years ago while chairman of the committee referred to, and asserted that not only were preparations made by methyl alcohol toxic, but they were very different in quality from those made with ethyl alcohol, and were therefore not in any sense duplicates of Pharmacopœial preparations.

THE LARD QUESTION.

W. W. Kerr, of Fullerton, Cal., sent a paper to the Section on Practical Pharmacy and Dispensing in which he spoke of the difficulty often experienced in the preparation of ointments. Zinc ointment, for instance, often becomes granular and semi-fluid in character after a few months, and frequently the oxide itself partially separates. The trouble is that ordinary lard purchased at the corner grocery is employed. "It is well known," said Mr. Kerr, "that the lard manufactured for the general market has been hydrated to its utmost capacity, and even if the water has been carefully driven off, the fact remains that the product has been made from other of the fatty parts of the hog than the leaf fat. It is not official 'adeps,' and is not fit for pharmaceutical use. The remedy, and the only remedy for these troubles, is in going to the butcher and buying the true leaf fat and rendering it yourself. There need then be no trouble in making official ointments, and so making them that they will keep properly."

PERCOLATING TINCTURE OF OPIUM.

In the same paper Mr. Kerr described a method of his for the percolation of tincture of opium. In making the product by the official method of 1880, and using powdered opium to start with, the marc soon became so compact that the liquid refused to run through it in the percolation process. In 1890 this trouble was obviated by the use of calcium phosphate. Mr. Kerr, however, considers this objectionable. Instead he places over the absorbent cotton, inserted into the neck of the percolator, a perforated diaphragm made by punching a number of holes in the lid of a tin ointment box of suitable size. The mixture of drug and menstruum is then poured upon this diaphragm, and a half gallon of tincture will run through easily within twenty-four hours. More recently Mr. Kerr has modified the arrangement by simply overlaying the cotton with a thick layer (one inch, say) of well washed sand. This permits the menstruum to pass through so rapidly that it even becomes necessary to regulate the flow of the percolate.

TRAINING THE APPRENTICE.

Mr. Mittelbach presented a paper before the Commercial Section on "The Commercial Training of the Apprentice." Realizing the great importance of a knowledge of commercial acumen and business methods, Mr. Mittelbach declared that he took just as much pains to give his clerks business training as he did to give them professional training. He makes it a point to show clerks how to buy and sell goods, how to make out checks and pay bills, how to display goods in the store, and how to do the thousand and one things that constitute business knowledge. It is easy for a clerk to sell the thing called for: it is a very different matter to sell something which has not been called for. To teach his clerks to do the latter thing is Mr. Mittelbach's aim; and he strives to "develop the commercial spirit" in the latent material which comes to him as it does to every druggist.

PURE WHISKIES.

A paper was presented in the Commercial Section as having been written by a Mr. Overton, of Louisville, Ky., on the subject of "Whiskey Bottled in Bond." The essence of the paper was this: If you would avoid the purchase of adulterated whiskies, buy goods which have been bottled in bond. These have been sealed by the government, and are in effect guaranteed by it. The point was raised by Mr. Ebert, however, that this paper would possibly have the effect of advertising certain manufactures of whiskies; and the Publication Committee was therefore requested to do a little investigating before the paper should be given space in the proceedings.

REGARDING DROPPERS.

Dr. George F. Payne exhibited a dropper devised by a friend of his, W. D. Pitts, of Atlanta, and marketed by Wetmore. It was constructed on the siphon principle, was attached to a square half-ounce bottle, and was referred to by the doctor as being very simple, ingenious and effective. M. I. Wilbert, however, declared that all droppers are inaccurate, and that this model was no more to be depended upon than the ordinary ones with which we are familiar. The drop always varies according to the receptacle from which it comes.

SIEVES.

An interesting paper on this subject was contributed to the Scientific Section by Raymond Pond, of Northwestern University, Chicago. Details of the accurate measurements of the commercial, brass and tinned iron sieves of the market were given. The figures submitted showed a wide variation in the number of meshes in the sieves commonly sold. All sieves above No. 30 mesh were shown to be more or less faulty. While the number of longitudinal wires might be correct, the number of transverse wires was

frequently below the number represented to be contained in an inch space. The wires also varied considerably in diameter, and this resulted frequently in powders of a different degree of fineness being sent out by various millers from the same meshed sieve.

THE TAX ON ALCOHOL.

A. B. Rains, of Columbia, Tenn., sent a short paper to the Commercial Section answering this question: "Would the reduction of the tax on alcohol be desirable for the pharmacist?" The reply was a vigorous "No!" Local and State associations, declared Mr. Rains, have acted very foolishly in favoring the reduction of the tax. They ought to know better. If we cheapen the price of alcohol we shall cheapen the price of all products made by alcohol, and the result will be a large decrease in the sum total of our daily sales. "To cheapen the menstruum that saturates the druggist's whole business will be to cheapen that business itself!" Tinctures will soon be selling for one and two cents an ounce, and fluid extracts in the same proportion. This would happen "just as surely as history repeats itself and water seeks its own level."

GRANULATING OPIUM.

Mr. Albert E. Ebert showed the Section on Practical Pharmacy and Dispensing a very satisfactory and economical instrument for granulating opium. It was simply a machine sold by all department stores under the name of "almond graters." The retail price is only a dollar, and the trademark brand is "Duplex." Mr. Ebert demonstrated that by simply dropping chunks of opium in the top of the machine and turning the handle, a granulated product can be very quickly and satisfactorily secured; and he went on to explain that granulated opium is much better than the powdered product in making opium preparations, and that it would in all probability be official in the next Pharmacopœia.

SAVE YOUR JOURNALS!

William Mittelbach, of Booneville, Mo., read a paper before the Section on Practical Pharmacy and Dispensing in which, among other things, he urged druggists to preserve their drug journals. We quote him: "Journals should be bunched in volumes. Those you use for reference purposes keep near your desk. Those not in use file away in dust-proof boxes or book cases. Some one will want them, and be thankful to you for saving them." [We might add to Mr. Mittelbach's injunction that if the druggist would regularly bind each annual volume of his own favorite drug journal and refer to it frequently when in trouble, he would find it an invaluable guide—a daily friend in need, and therefore a friend indeed!]

CARTONS AND BOXES.

Mr. Mittelbach also advised druggists to save the wooden boxes and the paper cartons in which goods are sent out by manufacturers and jobbers. If these are classified and packed away in the back room or downstairs they are often very convenient for putting up packages for customers. The patron who has driven in from the farm four or five miles distant appreciates it if his purchases are put in a nice wooden box, which can then be placed in the back of the carriage; and similarly the town customer, after he has bought a considerable number of small articles, likes it if these are put in one carton and done up conveniently in a single package. Don't forget either, said Mr. Mittelbach, to slip in some of your own advertising under such circumstances!

A POSSIBLE SUBSTITUTE FOR ACACIA.

E. G. Eberle, of Dallas, Texas, read a paper before the Scientific Section on "The Mesquite Tree," which is indigenous to Texas. He described the characteristic gum yielded by the tree and showed specimens. The gum occurs in tears, and resembles gum acacia in many ways, its specific gravity, solubility and behavior to nitric acid being nearly identical; but its aqueous solution is not precipitated by lead subacetate, ferric salts, or borax. The gum is evidently of great possible value, and except for the cost of collection would be a formidable competitor of acacia. The tree has been introduced into the Sandwich Islands.

DISPENSING NOTES.

Lewis C. Hopp presented some practical dispensing notes before the Section on Practical Pharmacy and Dispensing, giving, among others, a method of filling hard capsules with oils. He places the capsule tops in diluted alcohol in the top of a half-ounce ointment tin while he is filling the capsule with oil. Picking up the top he flicks off the excess of alcohol, puts the cap on and lays the capsule down. Mr. Hopp also showed a suppository mold weighing 7 pounds, the ordinary molds having an insufficient quantity of metal.

THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan.

Contributed Formulas.

The following formulas have been contributed by BULLETIN readers and are vouched for by their authors as being reliable and satisfactory:

HEADACHE POWDERS.

(A. R. Cunningham, Detroit.)

Acetanilid	10 ounces.
Caffeine alkaloid	274 grains.
Sodium bicarbonate	2½ ounces.
Sodium bromide	110 grains.

Mix and put up in five-grain powders. Sell four powders for 10 cents.

ROACH POWDER.

(W. D. Hart, Bradford, Pa.)

Insect powder	1 pound.
Powdered borax	5 pounds.
Red precipitate	10 grains.
Cudbear	10 grains.
Carmine	10 grains.

Mix.

BENZOATED ALMOND CREAM.

(L. W. McConnell, McCook, Neb.)

Sweet almonds, blanched	10 drachms.
Distilled water	40 fluidounces.
Mucilage of Irish moss (N. F.)	40 fluidounces.
Glycerin	20 fluidounces.
Alcohol	20 fluidounces.
Tincture of benzoin	10 fluidounces.
Oil of bitter almonds	40 drops.

Rub almonds to a fine powder; make an emulsion with water, add the glycerin and the oil of bitter almonds. Mix the tincture of benzoin wth the alcohol and add gradually to the moss mucilage, stirring constantly. Finally, combine the two emulsions.

Put up in 3-ounce bottles and sell at 25 cents.

TOOTHACHE DROPS.

(C. R. Burnette, Mt. Blanchard, Ohio.)

Chloroform	1 ounce av.
Powdered opium	1 drachm.
Oil of cloves	½ ounce av.
Powdered myrrh	4 drachms.
Alcohol	6 fluidounces.

Mix, macerate seven days, and filter.

Put up in one drachm vials, and place these in sliding pasteboard boxes, 1½ by 2½ inches in size, with a little absorbent cotton and a wood toothpick. Label both vial and box.

"This," says Mr. Burnette, "makes a handy package, sells readily at ten cents, and has given good satisfaction to my trade."

Glove Cleaner; Shampoo Paste; Family Ointment.

E. P. McC.—The following formula we think will meet your requirements:

GLOVE CLEANERS.

(1)	Curd soap	1 ounce av.
	Water	4 fluidounces.
	Oil of lemon	½ fluidrachm.
	French chalk	a sufficient quantity.

Shred the soap and melt it in the water by heat, add the oil of lemon, and make into a stiff paste with French chalk.

(2)	White soap	25 ounces.
	Water	15 fluidounces.
	Solution of chlorinated soda	16 fluidounces.
	Ammonia water (10 per cent)	1 fluidounce.

Shred the soap and melt it in the water by heat, stirring well all the time; when lukewarm add the other liquids and mix thoroughly. Put the glove on the hand and apply the paste with a piece of flannel, rubbing the kid from wrist to finger tips.

GASOLINE JELLY.

Tincture of soap bark	1½ ounces.
Gasoline	8 ounces.

Shake for 30 minutes, almost continuously, then set aside to solidify, which happens in about twelve hours.

SHAMPOO PASTE.

White Castile soap	4 ounces.
Powdered curd soap	2 ounces.
Potassium carbonate	1 ounce.
Honey	1 ounce.

Perfume to suit.

FAMILY OINTMENT.

Carbolic acid crystals	½ ounce.
Menthol	½ ounce.
Camphor	½ ounce.
White pine turpentine	½ ounce.
Oil of hemlock	2 fluidrachms.
Oil of peppermint	½ fluidrachm.
White wax	1 ounce.
Petrolatum	8 ounces.

Melt the petrolatum and turpentine together, remove from the fire and add the other ingredients, mixing thoroughly.

Baby Foods.

H. B. T.—We have had no experience with these articles, and in consequence are not in a position to give much information. They are generally prepared from grain in various ways, the object being to secure the nutritive principles without any of the objectionable properties. The complication of these processes makes it impracticable for the druggist to prepare them. The following will answer as a type:

Cooked flour, dried and powdered	12 ounces av.
Sugar of milk	2 ounces av.
Dried malt extract	1 ounce av.
Bicarbonate of soda	1 drachm.

The flour is cooked by tying a few pounds of it dry in a cloth like a dumpling, putting it into a pot of boiling water and cooking for at least six hours. The mass is then removed from the cloth, dried in an oven, ground and sifted. The powder takes up one

ounce of ordinary malt extract per pound, and with a slight warming the mixture is fit for packing. The sugar of milk is not really necessary and may be omitted.

Other products are prepared by mixing dried malt extract with dried condensed milk and milk sugar in varying proportions.

Asthma Powder and Inhalant.

Sigma.—We have found the following to give satisfactory results:

POWDER.

Cascarilla bark	½ ounce av.
Cocoa leaves	2 ounces av.
Digitalis leaves	2 ounces av.
Eucalyptus leaves	2 ounces av.
Cubeb berries	2 ounces av.
Lobelia leaves	2 ounces av.
Jaborandi leaves	4 ounces av.
Grindelia robusta	4 ounces av.
Saltpetre	6 ounces av.
Stramonium leaves	8 ounces av.

Dry the drugs, reduce to fine powder, and mix thoroughly; use the product by igniting one or more teaspoonfuls and inhaling the fumes.

INHALANT.

Carbolic acid crystals	1½ ounces.
Powdered camphor	2 ounces.
Oil of eucalyptus	2 fluidrachms.
Oil of wintergreen	1 fluidrachm.
Oil of hemlock	1 fluidrachm.
Oil of tar	1 fluidrachm.

Place a few drops in an inhaler, and inhale.

A mixture for use in an oil atomizer that gives good results is prepared with liquid albolene, or any of the refined white paraffine oils, to which are added one per cent each of chloretone, camphor, and menthol. Hare's Anti-asthmatic Elixir (listed by all manufacturers) is an excellent alterative mixture for this complaint, but it should be used continuously for some time to get good results.

Massage Cream.

A. P. S. W.—If you will refer to recent back numbers of the BULLETIN, you will find many formulas for this article. One of the most popular products just now is prepared from casein, and you will find a formula on page 212, May issue, current volume. If, however, you do not find just what you are looking for, and will indicate in what way the formulas do not meet your requirements, we shall be pleased to assist you.

Tar Shampoo Paste.

M. & K.—Use formula for shampoo paste given in answer to "E. P. McC.," employing oil of tar in place of the perfume.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

"Beatin"—What Is It?

In further reply to the query of "L. J. H.," printed in the last BULLETIN, C. O. Hubbell, of Plymouth, Mich., volunteers the following information: "Like 'L. J. H.,' I had a call for 'beatin,' and concluded that 'betaine' was wanted. Consulting the U. S. Dispensary I found that the latter is an alkaloid of weak basic properties which Scheibler discovered to be the active principle of the sugar beet. It is identical with lycine, and has the composition of $C_5H_{11}NO_2$. It may also be obtained by the oxidation of choline. It has been made synthetically and its relation to choline established. It is now known to be trimethyl glycocoll. It is said to be a powerful emmenagogue."

T. M. Calvert, M.D., of Mannington, W. Va., says that betaine (or "betin," as he spells it) "is a *glucoside* of the common beet, and is an active emmenagogue in doses of five grains three times a day. It is manufactured by B. Keith & Co., of New York City."

The question arises: was betaine what the customer wanted when he asked for "beatin?"

Compound Syrup of Bromides.

L. R.—The following formula is a typical one for preparations of this nature:

Potassium bromide	384 grains.
Sodium bromide	384 grains.
Ammonium bromide	384 grains.
Citric acid	16 grains.
Tincture of vanilla	4 fluidrachms.
Compound tincture of cudbear	1½ fluidounces.
Simple syrup	3 fluidounces.
Water, enough to make	16 fluidounces.

Dissolve; let stand for twenty-four hours and filter.

The *Window Trimmer,* published at Lake and Carpenter Streets, Chicago, is given up to the subject of window displays, but drug windows are rarely considered. The *Show Window* is another such journal, and is also published in Chicago, at 1130 Caxton Building.

Coloring a Meerschaum Pipe.

"Laffy."—The simplest method of performing this is as follows: Fill the pipe and smoke down about one-third, or to the height to which you wish to color. Leave the remainder of the tobacco in the pipe, and do not empty or disturb it for several weeks, or until the desired color is obtained. When smoking, put fresh tobacco on the top and smoke to the same level.

Another method is as follows:

The pipe is boiled for coloring in a preparation of wax which is absorbed, and a thin coating of wax is held on the surface of the pipe, and made to take a high polish. Under the wax is retained the oil of tobacco, which is absorbed by the pipe; and its hue grows darker in proportion to the tobacco used. A meerschaum pipe at first should be smoked very slowly, and before a second bowlful is lighted the pipe should cool off. This is to keep the wax as far up on the bowl as possible; rapid smoking will overheat, driving the wax off and leaving the pipe dry and raw. A new pipe should never be smoked outdoors in extremely cold weather.

"Banana" Bronzing Solution.

C. M. F.—The so-called "banana solution" (the name being derived from its odor) which is used in applying bronzes of various kinds is usually a mixture of equal parts of amyl acetate, acetone, and benzin, with just enough pyroxylin dissolved therein to give it sufficient body. Powdered bronze is put into a bottle containing this mixture, and the paint so formed applied with a brush to the article to be bronzed.

The thin covering of pyroxylin that is left after the evaporation of the liquid protects the paint from the air and keeps it from being wiped off by the cleanly housemaid. Tarnished picture frames and tarnished chandeliers to which a gold bronze has been applied from such a solution will look fresh and new for a long time.

A Couple of Suggested Names.

L. T. B. has two preparations which he desires to coin names for—names which will be easy for physicians to write in prescribing. One preparation is a wine containing iron, quinine, strychnine, gentian, glycerin, and wild cherry. The other is an elixir of diastase and iron peptonate. Why not call the first "Wine of Bitter Tonics," or "Wine of Bitter Tonics and Iron." For the second some such name as "Diastonate" might be coined. Let L. T. B. try his own ingenuity in the formation of a word made up from different syllables of the several words in each title.

Making Waterproof Canvas.

G. M. S.—For this purpose a solution containing equal parts by weight of gelatin and chrome alum is usually employed. It is not advisable to mix more of the solution at once than is sufficient to give the canvas one coat, as, if the mixture once sets, it cannot be reliquefied like a plain solution of gelatin, and hence if the quantity of canvas to be waterproofed is but small, it would, perhaps, be preferable to coat with plain gelatin solution until quite impervious to cold water, and then to thoroughly soak for, say, twenty-four hours in a strong solution of chrome alum.

Regarding Weights and Measures.

A. B. C.—Drugs are always bought and sold by pharmacists by the avoirdupois system of weights, although preparations are dispensed by Troy or apothecaries' weight. Whenever "parts" are used in a formula, parts by weight are always meant—never parts by volume. That is to say, the liquids as well as the solids are to be weighed. Some druggists doubtless do not understand this, and often measure the liquids and weigh the solids. The result is that with substances widely differing in specific gravities the element of error is very large.

Cologne.

R. H. R.—An excellent formula for cologne is the one devised by Professor Scoville and printed on page 213 of the BULLETIN for May of this year. If, however, you desire a cheaper product you might try the following formula:

Bring into a glass vessel

Alcohol free from fusel oil	7.9 gallons.
Portugal oil	0.88 ounce.
Rosemary oil	0.88 ounce.
Lavender oil,	
Bergamot oil,	
Lemon oil, of each	1.76 ounces.

After standing for 14 days add 7.9 quarts of distilled water, mix thoroughly, and let stand until used.

A Lotion for the Hands.

E. B. S.—You might try the following formula:

Boric acid	1 drachm.
Glycerin	6 drachms.

Dissolve by heat and mix with

Lanolin	6 drachms.
Vaselin	1 ounce.

Add any perfume desired. The borated glycerin should be cooled before mixing it with the lanolin.

Bleaching Bones.

H. L. S.—Dip the bones for a few minutes in a boiling solution of one pound of caustic soda in one gallon of water; then rinse them thoroughly in water, rubbing them down with fine pumice stone, and expose them until whitened with the vapor of burning sulphur largely diluted with air, finally rinsing in warm water. Bones may also be whitened by exposure in a weak solution of javelle water.

Preparation for Straightening the Hair.

A. C. S.—

Beef suet	16 ounces av.
Yellow wax	2 ounces av.
Castor oil	2 ounces av.
Benzoic acid	10 grains.
Oil of lemon	1 fluidrachm.
Oil of cassia	15 drops.

Mix the suet and wax, add the castor oil and acid, allow to cool somewhat, and incorporate the other oils.

This is used for taking the kinks out of and straightening the hair.

Regarding Photographic Plates.

W. W. D.—The manufacture of photographic plates is a process calling for great skill, long experience, and an elaborate manufacturing plant. To make them in the pharmacy is absolutely out of the question. Replying to your question, we may say that photographic plates cannot be exposed to the light without injury. The least exposure to any light save a red one at once ruins them.

Strawberry Essence.

T. H.—G. Weinedel published a formula for this essence in the *Pharmaceutische Zeitung* some time ago:

Fresh dry strawberries, 750 gms., are pulped in a mortar, and then put into a retort with tokay, 200 gms.; cognac, 200 gms. Then add vanilla 1.5 gms.; alcohol (90-per-cent), 300 gms.; water, 500 gms. This mixture is allowed to stand for an hour in the warm, and 1000 gms. is then slowly distilled over and colored light red.

Removing Stains From Marble.

K. and L.—

Soft soap	4 ounces.
Whiting	4 ounces.
Sodium carbonate	1 ounce.
Water, a sufficient quantity.	

Make into a thin paste, apply on the soiled surface, and wash off after twenty-four hours.

Chemicals in Wholesale Lots.

J. R. S.—You can buy sodium peroxide (commercial) in wholesale lots of either the Mallinckrodt Chemical Works of St. Louis or the Roessler & Hasslacher Chemical Co. of New York. Chlorine water in quantities can be had from Mallinckrodt or Merck & Co. of New York.

Board of Pharmacy Questions.

J. H. R.—We are unable to furnish you with a set of the examination questions of the Arkansas State Board of Pharmacy. The Secretary of the Arkansas board is J. W. Beidelman, of Little Rock.

"Arsenic" Versus "Arsenous Acid."

T. L. R.—"Arsenic" and "arsenous acid" are simply synonyms or interchangeable words indicating the same substance. Whenever the product is used in medicine, however, only a purified article should be employed—not the ordinary commercial substance used for industrial purposes.

Books on Perfumery and Toilet Soaps.

R. V. N.—A list of books on these subjects was printed on page 329 of the last BULLETIN, appended to the article by Prof. L. E. Sayre on "The Theory and Practice of Perfumery."

Removing "Pyro" Stains From the Fingers.

H. L. S.—It has been recommended to make a strong solution of commercial bleaching powder. Dip the fingers which are stained in this, and rub the stains with a large crystal of citric acid. Apply the bleaching powder and acid alternately until the stain is removed; then rinse under a tap.

Wine of Cod-liver Oil.

A. D. F.—See the answer given to "J. J. S." on page 84 of the BULLETIN for February of this year.

Puppet Figures for Window Displays.

W. H. B.—These can be secured of McGreer & Hicks, of 88 Market Street, Chicago, Ill.

A Liniment for External and Internal Use.

W. C. H.—See answer to "O. F. J." on page 308 of the last BULLETIN.

THE SCRAP BOOK.

THE attention of buyers is directed to the fine grade of citric acid, both crystals and powdered, manufactured by Chas. Pfizer & Co. Their crystals are exceptionally white and clear and unusually free from traces of lead, and their powdered article has gained an enviable reputation for uniformity of dryness and whiteness, which characteristics are very important where a powdered citric acid is desired.

AUNT ABBY: I hear that Cinthy Simpkins is sick.

Aunt Kate: Yes, I s'pose she is by this time. There was one of them patent medicine fellows 'round yesterday distributin' advertisements.

CONTINUOUS PERFORMANCE.

He got his daughters off his hands,
And thought the job complete.
But since they're wed he's had to keep
Their husbands on their feet.

A NEW size package of Mull's Grape Tonic has recently been placed upon the market. It is a dollar size and contains almost three times the quantity of the 50-cent package which has heretofore been so popular. The price to the trade is $8 per dozen.

CORRESPONDENT: "You saw what the papers said about you this morning, I presume?"

Retired Millionaire (president of a great corporation): "No; I don't know what they said about me, but you may say for me, sir, that there wasn't a word of truth in it."—*Chicago Tribune.*

BROMO SELTZER was first offered to a certain portion of suffering humanity in a small drug store at Chapel Hill, N. C., according to a recent sketch of its inventor, Dr. Isaac E. Emerson, printed in the New York *Commercial.* From the outset it was advertised, and became successful locally. Dr. Emerson removed to Baltimore, where a corporation was organized. It was advertised nationally, and prospered to the point where the inventor became a millionaire. The corporation is now being reorganized. Shares in the old company originally selling at $100 par are now worth $400. Dr. Emerson and John F. Waggaman, a Washington capitalist, own 90 per cent of the stock. The former is the active head of the company, which has been known to pay 145 per cent dividends. He pays taxes on $8,000,000 worth of real estate in Baltimore; he owns one of the most palatial residences in Baltimore; he is the owner of a magnificently appointed steam yacht in which he has once circled the globe, and will shortly begin a second similar expedition; his wife has won a way into Baltimore's aristocracy of wealth, and their name is famous for lavish entertainment and hospitality. Meantime the doctor has succeeded in dropping this title to become Captain Emerson. He organized the Maryland Naval Militia long ago, and had so perfected the organization at the outbreak of the Spanish-American war that they were the complement of the auxiliary cruiser *Dixie*, a converted Morgan liner, which proved an admirable scout in Cuban waters and played a conspicuous part in the occupation of Porto Rico.—*Printers' Ink.*

(*Department continued on advertising page 24.*)

$6.60 FOR $2.25

WITH ONE DOZEN DR. DRAKE'S GERMAN CROUP REMEDY, AT $2.25, WE GIVE TWO DOZEN TEN-CENT SIZE

FREE

One dozen 35c size retails for $4.20, and two dozen 10c size retails for $2.40, total $6.60. The cost is only $2.25, making a net profit of $4.35—nearly 200 per cent. : : : : : : :

With every order we give a GUARANTEE to refund the money in any case where the *German Croup Remedy* fails to give satisfaction. : :

Attractive advertising, with your name on, furnished with your order. : : : : : : : : :

THE GLESSNER MEDICINE CO.,
SOLE PROPRIETORS
FINDLAY, :: OHIO.

"CIRCLE A."

A

PRESCRIPTION CORKS

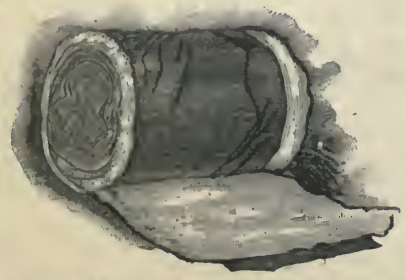
"CIRCLE B."

B

ARMSTRONG CORK COMPANY.
JOBBERS SELL THEM.

Largest Absorbent Cotton Manufacturers in the World.

PURE ABSORBENT COTTONS



With Blue Tissue Paper between layers, prepared under strict Pharmaceutical rules.

Excelsior Brand. Pronounced by Surgeons, Dentists and Chemists to be unsurpassed in excellence.
Standard, or Hospital Brand. For popular use in Hospitals, Asylums, Sanitariums, Dispensaries.
Sanitary Cotton. Invaluable in maternity cases and considered a boon both to patient and physician. A grade especially adapted to manufacturers of Antiseptic Materials, Bandages, Serviettes, Pilches, etc.
Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

REACTIONS

. . . BY . . .

F. A. FLÜCKIGER, Ph.D., M.D.

A Selection of Organic Chemical Preparations Important to Pharmacy in regard to their Behavior to Commonly Used Reagents. Translated, revised and enlarged by J. B. Nagelvoort, the well known analytical chemist. Authorized English edition.

PRICE, $1.00.

REDUCED FROM $2.00.

WILLIAM M. WARREN, Publisher.

THE NEW YORK MARKET.

ADVANCED—Celery Seed; Cascara Sagrada; Cotton-root Bark; Cocaine; Opium; Nitrate Silver; American Saffron; Cloves; Allspice; Senega Root; Russian Cantharides.

DECLINED—Bromides; Citric Acid; Gum Kino; Menthol; Manna; Simaruba Bark; Prickly Ash Bark; Ipecac; Oil of Hemlock; Strophanthus Seed; Wood Alcohol; Balsam Copaiba; Witch-hazel Bark.

Business during the past month has been in fairly good volume, demand having been seasonable, and the outlook is encouraging for a good fall trade. Price changes, though not frequent, have been in the aggregate regrettably on the side of decline. A few of the most important are noted below.

OPIUM.—The usual interest attaching to this article owing to the absolute uncertainty of the market has been maintained during the past month. One new feature in the usual monotony has kept the market alive, namely, a somewhat unusual competition among leading importers. At the moment a very easy and quiet market must be reported, with quotations, however, maintained at the slight advance made early in the month.

MORPHINE.—The market has followed that of the crude material, with a fairly good demand.

QUININE.—Demand has been gradually working up during the month to fairly good proportions, and the market is firm, with jobbing prices maintained at old quotations, according to brand and quality.

COCAINE.—An unusually large advance in price has been made. Importations of crude material have been few, and the cost has increased, naturally resulting in advance.

MENTHOL.—Again competition has been an important factor, ruling the market for this product, and again this has resulted in reduced quotations. The market at the moment is very quiet.

BARKS.—More changes in this line of goods than in any other must be reported for the month just past, and for diverse causes. Great scarcity of supplies is responsible for a second advance in Cotton-root Bark; increased supply of Simaruba has materially reduced quotations for this article, and for a similar reason quotations for Prickly Ash are lower.

GUMS.—The most important change in this line is on Gum Kino, quotations having declined, and the product is now offered quite freely.

CELERY SEED.—Advices from abroad of short crop have led to advanced quotations.

IPECAC.—For the same reason, though in this case the report being of "an easier market abroad," this article, both Rio and Cartagena, is quoted to-day at lower prices in our market.

CITRIC ACID.—A reduction of two cents per pound has been made, and all Citrates have been correspondingly reduced.

BROMIDES.—Also show reduced quotations, these embracing the entire line.

New York, August 28, 1903.

THE doctor left six powders for an insomnious patient with the directions, "Give one powder every two hours while awake." At his call the next morning, greatly to his surprise, every powder had been taken. Expressing regret that the poor fellow should have passed another sleepless night, the wife made prompt and cheerful answer, "Not at all wakeful wuz Mike; he slipt like a top." "Then how did he happen to take all the powders?" "Wasn't it ivery two hours he was to take wan?" "Yes; while awake." "Did ye think he cud take a powther while asleep; sure an' I woke him ivery toime."—*Practitioner.*

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

BUFFALO COLLEGE OF PHARMACY UNIVERSITY OF BUFFALO.

FACULTY.

WILLIS G. GREGORY, M.D., Ph.G., Professor of Pharmacy.
ERNEST WENDE, M.D., B.Sc., F.R.M.S., Professor of Botany and Microscopy.
JOHN R. GRAY, M.D., Ph.G., Professor of Pharmacognosy.
HERBERT M. HILL, A.M., Ph.D., Professor of Chemistry.
EDWARD J. KIEPE, M.D., Ph.G., Professor of Materia Medica.

A Thorough, Practical, Comprehensive, Economical course in all branches pertaining to Pharmacy. *Extensive Laboratory Courses* in Manufacturing Pharmacy, Pharmaceutical Assaying, Dispensing, Analytical Chemistry, Bacteriology, Pharmacognosy, Botany, Microscopy. *160 Drug Stores in Buffalo* in which to seek *employment during the course.* For comparison with others, write postal for *Illustrated Catalogue* to

DR. JOHN R. GRAY, Secretary, 423 Prospect Ave., Buffalo, N. Y.

IMPORTED AND DOMESTIC

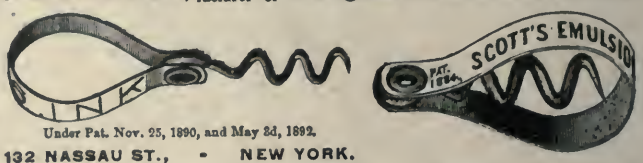
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, OHIO.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,



Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., - NEW YORK.

NOTE TRADE-MARK)

CANT BE BEAT

This is the original of all others in Liquid form.

CARPENTER'S

WATER - PROOF LIQUID

COURT PLASTER.

HEALS CUTS, BURNS, WOUNDS, and all ABRASIONS of the SKIN

It is an invisible, water-proof, pliable, antiseptic, germ-destroying plaster, healing rapidly We OFFER $1,000.00 for every drop of COLLODION, Acid, or Gun Cotton found in this preparation.

Toilet size, 10c. Physicians' size, 25c. Ask your Jobber for it.

Manufactured by CARPENTER CHEMICAL CO., Detroit, Mich., U. S. A.

SELL ALUMINUM SOUVENIRS

10 CENTS BRINGS 3 SAMPLES.

We reproduce any picture sent us on Aluminum Trays, Plaques, Calendars, etc., at $9.00 per gross. (Send 10 cents for 3 samples.) Churches, Schools, Public Buildings, and prominent local scenes are always good sellers.

Our line of Sea Shell, China, Rustic-wood, Ruby Glass, and Faience Pottery marked "Souvenir of your town" are trade winners. They are quick sellers that appeal to everybody.

W. E. CUMMINGS & CO.,

407-160 STATE STREET, CHICAGO.

THINKING of buying a cash register? Don't forget that the "Standard" register is admirably adapted for druggists' use. If you are interested—and you certainly ought to be—write for particulars to J. N. Biddle & Co., 6049 Ellis Avenue, Chicago.

Mary had a little watch,
She swallowed it one day,
And now she's taking "Cascarets,"
To pass the time away.

"AND so the insurance company declined to give you a policy? What's the matter? Aren't your lungs all right, or is your heart affected, or—" "Oh, I passed a good examination, but the agent found out in some way that we have a flat equipped with folding beds."—*Chicago News.*

THE BULLETIN is recently in receipt of the new "Hot Soda Catalogue" (No. 38) of the Liquid Carbonic Co. of Chicago. This is replete with interesting illustrative and descriptive matter covering a full line of hot soda apparatus and dispensers' supplies. The catalogue is attractively gotten up, and it is certain that the line of goods listed cannot be excelled in variety and price. Every druggist at all interested in the subject of hot soda should at once drop the company a postal for a copy of this catalogue.

WHERE WOMAN RULES.—There is a remarkable community in Abyssinia where the women, without holding meetings or agitations of any kind, have emancipated themselves, says *Golden Penny.* All the women work hard, while the men are idle; but by way of compensation, the house and all its contents belong to the wife. At the least unkind word she turns her husband out at night in storm or rain, and he cannot come back until he makes amends by the gift of a cow. The wife considers it a duty to abuse the husband, and if she were weak enough to show any love for him in life or grief at his death, she would be scorned by her tribe. The wife, without any reason, may strike her tent and go, taking with her one-third of the joint possessions. The husband, unless he is traveling, may not live out of his tent.

ONE of the best patent medicines on the market is Dr. Drake's German Croup Remedy. It is unequaled for spasmodic, false, or membranous croup, and relieves the severest case of whooping-cough instantly without causing any vomiting. Moreover, the product yields the druggist regularly a profit of 87½ per cent; more than this, on introductory orders the profit is 200 per cent. This remarkable offer is made solely for the purpose of introducing the Croup Remedy throughout the country generally. Write for particulars to the Glessner Medicine Co. of Findlay, Ohio. An advertisement of the company appears elsewhere in the present issue of the BULLETIN—see Index to Advertisers on advertising page 3.

"YES, sir," said the American surgeon, "I have performed some wonderful operations. Perhaps the most surprising and most successful was after a railway accident. One of our prominent citizens was absolutely disembowelled by a fragment of the car. I was on the spot. There were some sheep grazing near by, and in a moment's time I had transferred the inside of one of those sheep to the palpitating form of the man and sewed him up." "That man recovered, sir?" "Yes, sir; and he had lambs in the spring."—*Exchange.*

"MONTSERRAT"

LIME FRUIT JUICE

IMPERIAL EQUAL TO OTHER IMPORTED BRANDS, $2.50 DOZEN.

NO COMMENTS NECESSARY

The Up-to-Date Pharmacist will judge (by scientific methods) between "MONTSERRAT" and ALL other brands.

THIS IS ALL WE ASK

"MONTSERRAT" is the UNDILUTED juice of cultivated limes. Most brands are DILUTED juice of limes in any condition. NOTE THE DIFFERENCE.

"MONTSERRAT" is cheaper by comparison. FROM ALL JOBBERS. $3.25 doz., F. O. B. New York.

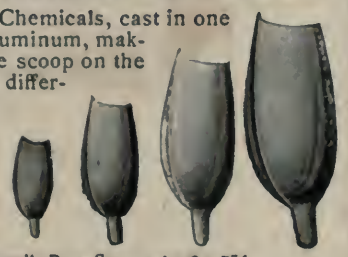
LIVERPOOL and LONDON, Eng. MONTREAL and TORONTO, Canada. EVANS and SONS, 133 William St., New York.

CAST ALUMINUM SCOOPS

for handling Drugs and Chemicals, cast in one piece and made of pure aluminum, making them the most durable scoop on the market. We make seven different style scoops.

Jobbers will find our scoops a profitable line to sell, as well as the most economical scoop for their own use.

Write for catalogue and prices.



No. 1, size 2⅛ x 4⅛
No. 2, size 3 x 4¾
No. 3, size 3¼ x 5⅜
No. 4, size 3⅝ x 5¾

Long Handle Drug Scoop, size 2 x 7⅝

Wagner Manufacturing Co., SIDNEY, OHIO.

The BRILLIANT GAS LAMP

Should be in every village store, home, and farmhouse in America. They don't cost much to start with; are better and can be run at 1-4 the expense of gas, kerosene, or electricity.

GIVE 100-Candlepower GAS LIGHT

AT LESS THAN 15 CTS. A MONTH

Safe as a candle, can be used anywhere by any one. Over 100,000 in daily use during the last 5 years. Over 100,000 in daily use. All good. Write us for catalogue.

BRILLIANT GAS LAMP CO., 42 State St., Chicago, Ill.

The M. and B. "Trefoil" brands of prescription corks are universally recognized as being of superior quality.

"My husband insists upon riding a hobby," announced the anxious wife to the cross-grained family physician. "What can we do about it?"

"Better consult a horse doctor."

"Milk Weed Cream" is one of the good sellers among toilet specialties. It is advertised in all the leading magazines of the country, and the result is that it is universally in demand.

Tommie, the five-year-old son of a candidate for a local office, was told that his father had got the nomination, and, running into the house, he exclaimed: "Oh, mamma! Mr. Jones says papa's got the nomination. Is that worse than the measles?"

The market is full of metal polishes of all kinds, but it is worth remembering that the one product which satisfactorily does the business is Hoffman's "Invaluable U. S. Metal Polish Paste." Not only does this yield the highest and the most lasting brilliance, but it does not shrink in the box or become rancid, sticky, or hard.

Canine Intelligence.—My friend was staying this autumn in Wales. Smoking and chatting one evening with a local farmer the talk fell upon dogs. The farmer's sheep dog lay before the fire, and the farmer instanced his sagacity. He made an exclamation in Welsh. At once the dog rose and went to the door. "You might let him out," said the farmer. "'The sheep are in the corn,' is what I said to him." The dog passed eagerly out. In a few minutes there was a scratching at the door. The dog entered panting and lay down at the fire again. Shortly afterward the farmer repeated his Welsh remark. Again the dog ran to the door and my friend let him out. Again in a few minutes was the scratching at the door, and again he lay down before the fire panting. After an interval the farmer remarked in Welsh, quite in the way of conversation, "I am not so easy about those sheep, 'I do believe they're in the corn." The dog, without rising, looked up at the farmer, gave two sharp yelps and turned around to his sleep again. He said as plainly as though it had been in words, "Don't be a fool; I've been twice and they're not in the corn."—*London Outlook.*

A five-per-cent discount is always worth taking advantage of. This goes without saying. If you order from your jobber six dozen of the small size of Antiphlogistine, or $24 worth of assorted sizes, you save 5 per cent. Antiphlogistine is advertised in all medical journals and enjoys a wide sale. It is made by the Denver Chemical Manufacturing Co. of 57 Laight Street, New York.

His Specialty.—Old M. D.: "Are you having much practice?"

Young M. D.: "Yes, quite a good deal, thank you."

Old M. D.: "Ah, I'm glad to hear it. Are you making a specialty of any particular thing?"

Young M. D.: "Yes, indeed. About nine-tenths of my time is devoted to the practice of economy."—*Chicago News.*

All The Cough Syrup You Want FREE of Charge

BRONCHILINE

IS A WELL KNOWN REMEDY.
IT IS QUOTED IN ALL DRUGGISTS' PRICE LISTS.
IT HAS BEEN PRESCRIBED BY PHYSICIANS FOR FIFTEEN YEARS.
IT IS SOLD IN EVERY STATE IN THE UNION.
IT IS ADVERTISED IN MEDICAL JOURNALS.
IT PLEASES THE PHYSICIAN AND CURES THE PATIENT.

Bronchiline in Pint Bottles, $8.00 per dozen.

To enable us to do direct advertising in the interest of the Retail Trade, we make this special proposition to the Retail Druggists ONLY:

If you will send us the names and post office addresses of twelve Physicians so that we can write them personal letters telling them you, are prepared to fill their prescriptions for BRONCHILINE in pint bottles, we will send you free of charge, four dozen 3 ounce sample bottles of BRONCHILINE with each dozen pints of BRONCHILINE you order.

FOR EXAMPLE:—If you order 3 dozen Pints Bronchiline, we send you 12 dozen samples free.

The 3 dozen pints sell for - - - - - - - - - -	$36 00
After giving a sample bottle to each physician you have 11 dozen left which bring you at 25 cts. each .	33 00
Total,	69 00
Less cost of 3 dozen pints - - - - - - - - - -	24 00
Profit,	45 00

You will have no trouble in disposing of the sample bottles. Our letter writing and calls of customers for larger bottles will dispose of the pints. This offer for a short time only. Terms on this proposition cash with order.

Address: B. C. N., care Neat-Richardson Drug Co., Louisville, Ky.

Doctor: "Do you know the effects of getting too much mercury into your system?"

Denny: "Yis, doctor; I'd be a thermometer."

If you will specify "P. and W." in buying medicinal chemicals you will never make a mistake!

"I've just been reading some statistics of births and deaths. Extraordinary thing! Every time I breathe a man dies!"

"Great Scott! Why don't you chew cloves?"—*Grocery World.*

"Swingly, the actor, is a great believer in higher criticism." "I didn't know that." "He is, though. He says he'd rather get a glad hand from the peanut gallery than a box any old time."—*Baltimore News.*

It is of general interest to the trade that the price of "Columbian Spirit" has been lowered from $1.50 to $1.25 per gallon. This "Spirit" is well known as a purified form of "wood" or methyl alcohol, and for all mechanical purposes is the equivalent of grain alcohol.

Here We Are!—The great success attending the manufacture and production of "Taka-Bita," "Feeda-Summa," "Chewa-Chunka," and other ready-digested foods has not failed of effect upon the inventive genius of the country. The following labor- and time-saving products will soon be on the market:

Notta-Jagga.—A new whiskey, whose intoxicating qualities have been spent upon a neatly contrived machine. You don't have to drink it.

Canta-Fitta.—Ingenious suit of clothes. You don't need to wear it.

Outa-Sighta.—Marvelous achievement in eyeglasses. It is not necessary to look through them.

Walka-Fasta.—Artistic shoes, which have been walked ten thousand miles before being placed on sale. You don't have to break them in.

Grinna-Gonna.—The latest form of breakfast-food joke. You don't have to laugh at all. The manufacturers guarantee that all the necessary laughing is done before the joke leaves the factory.

Paya-Debta.—A South American invention. Through its use it is possible to buy everything one needs, and not have to pay for anything. It's great.

Smoka-Butta.—A ready-smoked cigar.—*Life.*

Sodium salicylate is generally recognized as being the one specific for rheumatic troubles. Unfortunately, however, the products of the market are often contaminated with phenol impurities. In treating rheumatism large doses are necessarily given, and the question of purity is therefore a very important one. The Herf & Frerichs Chemical Co., of New York and St. Louis, makes a specialty of producing a pure and superior product, and every druggist would do well to specify this brand in ordering from his jobber. Sodium salicylate cannot be too pure!

"Do you subscribe to the theory that people's characters are made by what they eat?"

"No," answered the scientist; "but judging from the advertisements I should say that in many cases their reputations are made by the medicines they take."—*Washington Star.*

Doing One Thing Well.

In order to maintain regular prices we adhere to the "rebate contract plan."

We manufacture an excellent laxative remedy and advertise extensively to make business for the drug trade and ourselves.

We do not claim to excel in other things, but we endeavor to do one thing well and to give satisfaction to the trade.

We appreciate the friendly interest which druggists generally have taken in the sales of our remedy, Syrup of Figs, and we thank them most cordially. We are,

Yours truly,

San Francisco, Cal. Louisville, Ky.
New York, N. Y.

California Fig Syrup Co.

"Dioxogen"—the kind of hydrogen peroxide that keeps!

Young Wife: "Oh, George, there's smallpox in town, they say. What in the world would we do if baby should catch it?"

Young Husband: "By Jove! I hadn't thought of that. Let's go and both be vaccinated right away."—*Life.*

Every druggist who does any advertising at all—and what druggist does not?—should be interested in the announcement made on advertising page 12 by Ulysses G. Manning. Mr. Manning is one of the most accomplished advertising experts in the country.

"What was the noise, Katie?" shouted the lady from her boudoir. "Oh, mum, it was only the baby crawling under the piano, and he hit himself, mum," replied the girl. "Dear little boy! Did he hurt himself, Katie?" "No, mum; sure it was the soft pedal he hit, mum."—*Exchange.*

A detachable leaf ledger is a necessity to every druggist who employs economical and up-to-date bookkeeping methods. In this connection it may be stated that the "Areandbe" ledger is the best on the market. It is made by the Richmond & Backus Co., of Detroit, and may be seen illustrated on advertising page 20 of this issue of the Bulletin.

Best He Could Think Of.—In one of the Philadelphia colleges a professor of chemistry asked a student: "Suppose you were called to a patient who had swallowed a heavy dose of oxalic acid, what would you administer?" The student to whom the question was addressed is preparing for the ministry and takes chemistry because it is obligatory. "I would administer the sacrament," he replied.—*Ex.*

The day has come when every druggist without a cash register is a back-number! The instrument is an absolute necessity in these times. Of course, cash registers are expensive, and this has often deterred druggists from purchasing them even when they felt their necessity. Here is a chance, however, to get one under economical conditions: consult the adv. on advertising page 19 of the Century Cash Register Co. of Detroit.

What the Drug Clerk Must Know.—A clerk in a drug store, in order to hold his job, must know what the weather indications are for to-morrow; how many stamps it takes on anything that is to be mailed at the post office; when the sale of tickets opens for theatrical attractions, and how many rows back in the balcony the fifty-cent seats begin; how often the cars pass, and what car one should take to visit a friend at 1002 Park Avenue; whether a lady wearing a black hat and a brown dress, relieved with a pale pink satin yoke, over which was shirred dainty pink chiffon, had as yet called and asked for a friend; whether muriatic acid would really take the grease out of a stopped-up sink, as claimed by the Ladies' Home Fireside; whether sugar or milk was all the baby nedeed at first; when the first train leaves for the east, and what changes of cars would be necessary between here and New York; whether the fish were biting at the lake; what time services begin at All Souls' Church Sunday morning; when Harper's, with that last chapter of "Lady Harington's Granddaughter," would be in, etc. In addition to this he must incidentally know how to compound prescriptions.—*The Atchison Globe.*

SALTSBURG
BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.
(18 miles out of Pittsburg.)

MANUFACTURERS OF

FINER GRADES
POT FLINT
Glass Bottles.

Princeton Tooth Wash
2¼ oz.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

CORSON: "Do you think trained nurses should be pretty?" Hillebrand: "Not if they are expected to follow their calling permanently."—*Philadelphia North American.*

IF you are interested in the subject of seamless tin boxes and cans, you had better write for catalogue and samples to the Buckeye Stamping Co. of Columbus, Ohio.

DR. PRICE-PRICE: This prescription will cost you about 75 cents at any drug store. If that doesn't cure your cold I'll try another. Five dollars, please."

Patient: "Why, you've got a cold yourself, doctor. Taking anything for it?"

Dr. Price-Price: "O! just a little sugar and lemon."—*Philadelphia Press.*

NOTHING in the way of attractive show-cases has ever excelled the "Improved Silent Salesman" manufactured by the Reid Manufacturing Co. of Detroit. A pleasing specimen of this type of case is shown on advertising page 29 of this issue of the BULLETIN.

GETTING HIS MONEY'S WORTH.—"Arthur, dear," she said, "I do wish you would not use cigarettes."

"Why?"

"Because you don't know what is in them."

"Oh! yes I do. Why, for the trifling sum that a cigarette costs you get nicotine, valerian, possibly a little morphine, and any quantity of carbon."

She looked up into his eyes and murmured: "Arthur, dear, it does seem like a bargain doesn't it?"

ONE of the satisfactory features of the course given by the Atlanta College of Pharmacy is the practical work which the students have in the daily compounding of prescriptions in the free dispensary conducted in connection with the college. The well-known Dean of the College is Dr. George F. Payne, and his address is 7½ W. North Avenue, Atlanta, Ga.

HER head rested on his shoulder, and her little hand lay confidingly in his.

"Tell me now, Alfred," said the happy maiden, "how you ever came to pick me out as the girl you wanted to marry?"

"Well, Dora," replied the ecstatic young man, in a gush of confidence, "it was maw that put me up to it."—*Chicago Tribune.*

THE School of Pharmacy of Northwestern University, situated at 87 Lake Street, Chicago, now has a faculty of twelve members, and every one of these teachers devotes himself exclusively to the work of this one school. This is the largest faculty enjoyed by any college of pharmacy in the country—by any college or school, that is, which does not borrow some of the teachers of related institutions. It goes without saying that the Northwestern School is admirably equipped to do excellent work.

CURIOUS DIVORCE FACTS.—There are 30,000 more divorced women than there are divorced men in the United States, the official figures being 84,000 divorced men and 114,000 divorced women. The disparity is accounted for by the fact that men procuring divorces or from whom divorces have been procured more often remarry than the women under like conditions.

The number of divorced men is largest in Indiana, which has 5,700. There are more than 4,000 each in California, Ohio, Michigan, Indiana, New York, and Pennsylvania. Texas has 3,500 and Massachusetts 2,500.

South Carolina, the only state which has no law authorizing or permitting divorces, has 275 divorced men among its residents, and South Dakota, a state which has become noted by reason of the facility with which divorce is granted, has 563.

New Jersey has, proportionately, a very small number, 750, and Kansas, a much smaller state in population, a much larger number, 2,165.

In Utah, where plural marriages were the rule among the Mormons until recent years, the number of divorced persons is 335, a little below the average, and Idaho, with about half the population of Utah and a considerable proportion of Mormons, has 460.

The state in which there is the largest number of divorced women (divorced and not remarried) is Ohio, with 7,700; Illinois has 7,600 and Texas 5,800.

After Texas comes New York, and then Pennsylvania, Indiana, Michigan, Missouri, Massachusetts, and California. All of these have more than 4,000 each.

In some of the southern states, Alabama, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, and Tennessee among them, the number of divorced women is twice as large as the number of divorced men.

In Alaska there are more divorced women than divorced men; in Hawaii there are more divorced men than divorced women.

Indiana, with a population of 300,000 less than Massachusetts, has 12,000 divorced persons, and Massachusetts has 6,000. —*New York Sun.*

SOMETHING about "2 Great Sellers" is announced on the inside rear cover page of this issue of the BULLETIN.

HAD SEEN LOTS OF THEM.—A teacher asked a class how many had seen a magnet. A sharp boy said he had seen lots of them.

"Where?" inquired the teacher, much surprised.

"In the cheese."

THE advertisements of the New York Quinine and Chemical Works are always worth noticing. Don't miss the one in this number of the BULLETIN. As usual it is located on the outside rear cover page.

BOOKS—AND BOOKS.

An author wrote a little book,
Which started quite a quarrel;
The folk who read it frowned on it
And said it was immoral.

They bade him write a proper screed,
He said that he would try it.
He did. They found no fault with it
And neither did they buy it.

—*Washington Star.*

LOOKING for a favorable proposition? Here is one: Consult advertising page 26 of this issue of the BULLETIN. The Neat-Richardson Drug Co., of Louisville, Ky., presents an offer which no druggist can afford to miss.

ONE of the neatest and most satisfactory things in the way of a scoop is that made from aluminum. Particularly is this of value in the drug store. Scoops are very often used for dishing certain chemicals and powders out of drawers, and it is a matter of common experience that ordinary scoops rust and become undesirable. Probably the best aluminum scoop on the market is made by the Wagner Manufacturing Co. of

Sidney, Ohio. The accompanying engraving shows the "long handle drug scoop" made by this company. It is 2 by 7⅝ inches in size, and is admirably adapted for use in the pharmacy. In the advertisement of the Wagner Company on another page of this issue of the BULLETIN, engravings are shown of four sizes of a short-handled aluminum scoop. There is little doubt that druggists will realize at once the superiority of these scoops over the ordinary tin and copper ware. Write at once for a catalogue and prices to the Wagner Manufacturing Co., Sidney, Ohio, and do not forget to mention the BULLETIN OF PHARMACY.

TENDER-HEARTED IN WAR.—The occupation of the soldier does not necessarily obliterate the humane impulses of the man. In fact, in many instances it serves only to emphasize and render them more conspicuous. It is pleasant to find in a recent account of the work of the British and colonial naval brigades that, in some instances at least, man's inhumanity was limited to man, and not extended to animals.

In the Paardeberg laager some of the bluejackets found three orphaned chickens. These little balls of yellow fluff were quickly adopted, and soon became great pets, and went with the brigade to Bloemfontein. During the march the chicks were stored in a kettle, but when the men halted they hopped out, went the round of the messes for food, returned to their kettle when tired and waited to be lifted back into it.

The men had other pets. A wounded dog, which they carefully tended till he recovered and joined his master; another dog which followed them from Modder Camp and used frequently to make himself useful by catching horses and bringing them back; a goat, which lived, or seemed to, on newspapers and tobacco; and a very wee, miserable lamb with sore eyes, which they used to bathe daily with warm water, and round the neck of which they tied a ribbon.

On the march to Bloemfontein, while in camp, an officer saw a bluejacket discover an ox sunk in the muddy river bank, unable to move and dying of exhaustion. Jack gave it a kick to see if it was alive and sauntered off.

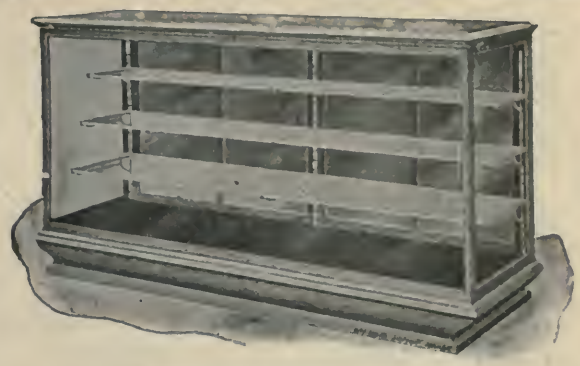
"Cruel brute!" muttered the officer. "He might let it die in peace!"

In a few minutes back came Jack, with a coil of rope and three chums, and these four, with a soldier, worked hard for an hour, got the beast out, dragged it under the shade of a tree, and brought water from the river in their hats.

The officer was reclining under a shady tree, and even then he felt half suffocated by the heat. The men were exposed to the full glare of the midday sun. They had been working hard all the morning in the open, and had given up their well-earned rest under a wagon to save a beast.—*London Express.*

DISADVANTAGES OF VACCINATION.—This is the tender missive sent by an Otero County girl to her best fellow: "Deer gorg doan come roun agen till mi vaxinate git wel onless yo wil just sit apart on tock to eech other devoid of hugg yores luvly Babe."—*Denver Evening Post.*

REID'S IMPROVED SILENT SALESMAN



No. 22. 6-FT. DISPLAY CASE.

Features: *FIRST—Two large doors in six-foot case, thus making it easy of access.*
SECOND—Front glass 32 inches wide, giving 2 inches more space inside of case than other makes.
THIRD—Our construction is stronger.
FOURTH—All glass put in place from outside.
FIFTH—Many other points which make our cases superior to other makes.

SPECIFICATIONS—Manufactured of carefully selected plain white oak. O. G. receding base, neatly finished. Doors slide on brass rollers and brass track. Full length mirrors in doors. Bottom covered with cloth. Three polished plate glass shelves on adjustable nickeled brackets. All glass bedded in putty. Made in grade "A." Height 43 inches, width 26 inches.

Special prices on this case in all polished plate glass. Ribbed plate shelves or wood shelves may be substituted for polished plate glass shelves at a much lower price.

Grade "A"—Beveled polished plate top laid on felt, balance glass best double strength.
"B"—All best double strength glass.

PRICES:				
6 feet,	$70.00	10 feet,	$106.25
8 feet,	87.50	12 feet,	137.50

DISCOUNT FROM ABOVE LIST PRICES.

Manufactured by The REID MFG. CO., Detroit, Mich.

SCHOOL OF PHARMACY

OF THE MEDICO-CHIRURGICAL COLLEGE OF PHILADELPHIA.

Session begins October 1st, 1903. Two terms of seven months each leading to degree of Graduate in Pharmacy, Ph.G.; Post-Graduate Course leading to degree of Doctor of Pharmacy, Phar.D. The course is thorough and practical—two-thirds of the time being devoted to work in Microscopical, Pharmaceutical and Chemical Laboratories. Students in pharmacy have FREE access to the Medical and Surgical Clinics as well as to the various branches of medical teaching of the Medico-Chirurgical College.

Fees, $75.00 each term including Quizzes and Laboratory work. For announcement or other information address,

HARVEY H. MENTZER, Ph.G., Dean.

U.S. BARKEEPERS FRIEND
METAL POLISH
USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD

The Most Unique and the cheapest advertising device yet introduced. Millions sold. Carries your own ad. We make a specialty of advertising novelties, and are in the market to purchase attractive novelty patents. Write us for prices.

VAN WERT NOVELTY CO., Van Wert, Ohio.

ORDER OF FORMATION LIQUOR MEN'S PARADE.—Tim Murphy tells of two old pals who met each other on the street.

"I saw you in the liquor men's parade Tuesday," one of them said.

"Oh, yes."

Now tell me about it. Who were those fellows in front on horses?"

"Those? Why, those were the wholesalers."

"Well, who were those fellows in carriages?"

"Those fellows in plug hats smoking the big black cigars?"

"Yes."

"They were the distillers and brewers."

"Who were those fellows walking there with the white plug hats, white coats and gold-headed canes?"

"They were the retailers."

"Who were those fellows that brought up the rear?"

"Fellows with cauliflower noses and fringe on their pants—the crowd I was with?"

"Yes."

"Oh, they were the consumers."

A CONFESSION OF WEAKNESS.

"I can't expect to amount to anything. I never had any chance. I never had any education. Give me half an opportunity and I'd get somewhere. Put me in the shoes of some rich man's son who is given every advantage and I would make a mark for myself. But you can't hang a millstone around a fellow's neck and expect him to run very fast!"

This is the cry of thousands upon thousands of young men. This is the reason they give for remaining eight-dollar-a-week drudges. This is the bitter complaint they make when their lot in life is compared with the few who rise above the mass and eat of the delicious fruit of success. But nothing could be less of an excuse. Nothing, indeed, could be farther from expressing the real truth of the situation.

The young man who utters this cry isn't made of the right sort of stuff. By reason of the very complaint he makes he proves conclusively that the strength of conquest is not in him. He shows most convincingly that the cause of his failure is not to be found in the conditions which surround the man, but in the man himself. For it is never lack of advantage or opportunity which keeps a man back. It isn't this which causes him to fail. Nor, on the other hand, does the man who succeeds do so because fortune has been kind to him—because fate has given him her smiles. No, no! The secret of success is in the man. Education will help him, advantages will make it easier for him to push himself along, but they will absolutely fail to bolster him up if behind all this he have not ambition, determination, industry, resource, and natural ability.

No man should waste his time in crying out against his deficiencies. Let him endeavor strenuously to correct them. Let him spend his days and his nights, his summers and his winters, in filling up the gaps in his structure. If it is more book knowledge he needs, let him get it by hard work. If it is bad habits of mind or body he suffers from, let him correct them by rigid self-culture. Whatever be his lack, let him apply himself to the task of remedying it with system, energy, and determination.

Thousands of men are doing this every day. They refuse to be kept down by circumstances. They will not surrender to conditions when those conditions can be changed. And these are the sort of men after all who accomplish the most and get the farthest. They soon outdistance those who are born with the silver spoon of advantage in their mouths. Look at our captains of industry—the men who are to-day ruling the destinies of our country. Look at the Carnegies, the Swifts, the Hills, the Rockefellers. Nearly every one of these men fought his way up by hard and strenuous effort through obstacles and difficulties which apparently rendered success impossible. Look at some of the great statesmen whose memories we delight to honor. Look at Washington, at Lincoln, at Clay, at Jackson—every one granted no education, no opportunity, no advantage—every one supplying the deficiencies of his preparation for life by the hardest kind of work and reaching the topmost round of the ladder.

Far from being a reason why a man should be kept down, obstacles, indeed, supply a reason why he should succeed—that is, if he has the latent possibility of success in him. This is paradoxical and contradictory enough, but it is profoundly true. There is nothing that strengthens muscle so much as

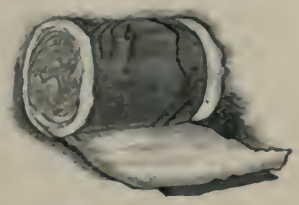
exercise. There is nothing that develops power so well as the constant use of it. Put obstacles in a man's way and he has to overcome them; and in overcoming them he develops a strength and a resource which are his very best equipment in the race for success.

This is the secret of the success of men like Lincoln, and Carnegie, and Hill, and Swift. It wasn't advantages and opportunities that made them: it was, in a sense at least, the lack of these things. Let no young man say, then, that he "would amount to something" if given a chance. This is a confession of impotence that should bring the blush of shame to his cheek. The chance is his: let him either grasp it or cease complaining. HARRY B. MASON.

A SCOLDING wife in Cushing, Okla., went to a religious revival the other day and now says that nine devils have been cast out of her. Her husband can't understand what has become of the rest of them.—*Chicago Times-Herald.*

IF "W. H. B." is stamped on the yellow or the white beeswax that you buy, you may be sure that the product is all right. This brand is made carefully and honestly, which is more than can be said of some of the beeswax of the market.

ABSORBENT COTTON.—To those using absorbent cotton in quantities of 100 pounds or more, it is not only important to know that the Maplewood Mills, of Fall River, Mass., are the largest American manufacturers, with eighty carding machines devoted exclusively to this product, but that these people are pioneers in low prices. They are making three



qualities, also absorbent cotton waste, and their cottons are strictly up to the U. S. P. test in every particular, as the utmost care is employed in every stage of preparation, their aim being the production of a first-class cotton that speaks for itself. Quality highest, prices lowest. Chemists state that the spring water used in the preparation of their goods is unsurpassed by any in the country.

"THE Doctor has inherited a fortune, but he'll soon run through it."

"Yes?"

"Yes; he hadn't had the property a week before he paid his taxes."

IN the School of Pharmacy of the Medico-Chirurgical College of Philadelphia, the course of study is largely practical. Two-thirds of the time is devoted to work in the various laboratories—pharmaceutical, chemical, and microscopical. Students are given a thorough drill in these all-important branches. The Dean of the school is Harvey H. Mentzer, Ph.G., and he may be addressed in care of the institution.

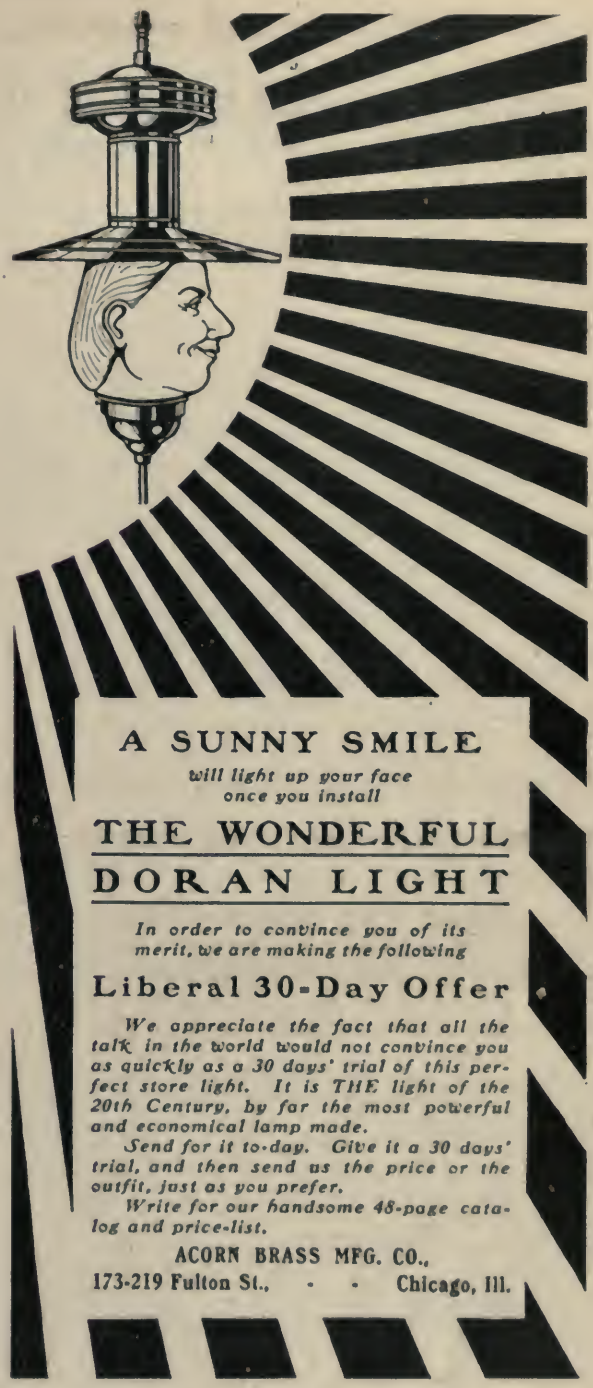
HIS LAST ONE.—"Papa," said Tommy Treadway.

"Now, Tommy," replied Mr. Treadway, "I shall answer one more question today, now be careful what you ask"—

"Yes, papa."

"Well, go on—"

"Why don't they bury the Dead sea?"



ATLANTA COLLEGE OF PHARMACY

Well equipped laboratories, excellent teachers, a free Dispensary, where hundreds of prescriptions by the best physicians are compounded daily by the students under competent instructors. Students obtain first-class practical instruction as well as that of a theoretical nature. There is a greater demand for our graduates than we can supply.

Address DR. GEORGE F. PAYNE, Dean, No. 7½ W. North Avenue, ATLANTA, GA.

DRUGGIST: "Pills, my dear?"

Little girl: "Yes, please, sir."

Druggist: "Anti-bilious?"

Little girl: "No. Uncle is."

BEESWAX

TRADE **WHB** MARK

Stamped upon each cake of both YELLOW and WHITE is GUARANTEED to be strictly PURE BEESWAX.

W. H. Bowdlear & Co.,

BOSTON, MASS., U. S. A.

Cable Address: "BOWDLEAR, BOSTON."

The best brand of lime fruit juice on the market is that known as "Montserrat." It can be purchased of all jobbers, and is made by Evans & Sons, of 133 William Street, New York.

The Piano Tuner.—A lady stepped into a piano wareroom recently to engage a tuner, but before doing so insisted upon the strongest assurance that the tuner was responsible. She was so determined that the manager became curious to know the reason for her disbelief in the reliability of tuners. She gave her experience with the last she had, and this is the story as she told it:

He had about finished tuning the piano, when he looked up and said:

"Your instrument was in awful condition. You ought to have sent for me sooner."

"It was tuned only three months ago."

"Then the man who did it certainly didn't know his business."

"No?"

"No, ma'am. He had better be doing street cleaning than tuning pianos. Why, my dear madam, a delicate instrument like a piano needs fingers equally delicate to handle it, combined with an ear of unerring accuracy. The individual who attempted to tune this instrument last evidently possessed neither of these. In fact, I am free to say he did it more harm than good."

"Indeed!"

"Indeed he did. May I ask who it was who so abused your instrument?"

"It was yourself."

"Madam, you are wrong; I never tuned a piano in this house before."

"Probably not, but you tuned that instrument, nevertheless, or made a botch of it in attempting to do so. It belongs to Mrs. Jones, who sent it here while she is out of town. She told me you always had tuned it, and to send for you when—"

But the unhappy man fled with such haste as to make his coat tails a good substitute for a card table.—*Philadelphia Musician.*

One of the best advertising novelties is a self-lighting match-safe. The Van Wert Novelty Co., of Van Wert, Ohio, will sell you these for $3.00 a thousand and put your card on both sides! Each safe is a small pasteboard match-box, filled with six matches; and each match lights on being withdrawn from the safe. In ten thousand lots you can get them for $2.25 per thousand.

Twelve Months' Good Business—How to go After It and Get It.—A few years ago the average dispenser of soda water considered this department of his business as one of minor importance, and was easily satisfied with the results of the six months' trade ordinarily pertaining to the business of soda dispensing. To-day, however, he has come to recognize the fact that in order to make the soda-water business a paying and profitable one, it is as essential that it be conducted throughout the entire year, as it is that his store shall remain open for the transaction of business during the twelve months.

In this connection we bring the attention of our readers to the attractive advertising insert of the Liquid Carbonic Company, which will be found between pages 16 and 17 of this issue.

This insert referred to is an exquisite product of the art of three-color printing, and illustrates the idea of the "March of Progress" as applied to the business of soda dispensing. Page one is allegorical as to style of illustration, and will readily be understood at a glance, while we quote from the text, "Five years ago your soda trade had hardly heard of 'Hot Soda.' To-day they demand a twelve-months-in-the-year service—cold in summer and hot in winter. If you cannot supply them, your competitors will. It's 'up to you.' Why not prepare for the fall and winter season of 1903-4 by putting in a 'Liquid' Hot Soda Equipment? It's simply a question of dollars in your pocket."

On the second page of this insert is shown an attractive grouping of a special "Liquid" hot soda dispensing outfit which is sold complete at the remarkably low price of $25, this including all necessary supplies, as well as quantities of advertising matter of various kinds. Referring to the new catalogue of hot soda apparatus and supplies just issued by this concern, they say: "'Liquid' Hot Soda Equipment in endless variety of style and price is shown in our new Hot Soda Catalogue No. 38, just off the press. If you have not received a copy, write at once. It is the handsomest of the year of it's kind, and illustrates and describes the most complete line of Hot Soda Apparatus and Supplies in America. You cannot afford to stay out of the Hot Soda Business—and our new catalogue tells you how to get into it."

For catalogues and valuable special information covering the proper conducting of a hot soda business, or for catalogues and advertising matter pertaining to any of the various lines manufactured by the "Liquid," address the Liquid Carbonic Co., at any one of their ten big establishments, as follows: Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

"My grandpa had a perplexity fit yesterday," said little Bessie to her playmate.

"Perplexity fit!" exclaimed the other. "I guess you mean a parallel stroke, don't you?"—*Louisville Post.*

"Yesterday," said the Doctor, "I refused a poor woman a request for a small sum of money, and in consequence of my act I passed a sleepless night. The tones of her voice were ringing in my ears the whole time."

"Your softness of heart does you credit," said Mabson; "who was the woman?"

"My wife."

Hot Soda Profits Waiting For You.—Sooner than you think cold weather will be here and your soda-water customers of the "good old summertime" will be wanting their hot drinks. Be wise and have everything ready. If you have heretofore catered to the hot soda trade, you know that it is an exceedingly lucrative business, and if you have not, there is still an untried avenue of profit waiting for you.

In order to receive the best results it is necessary to have an attractive apparatus, and the best is none too good. It is also advisable to have things ready early and to advertise well the fact that your fountain is headquarters for the most delicious winter beverages.

There are no other apparatuses designed for the serving of hot soda half so attractive as those made by the American

Soda Fountain Company. All their urns are either made by them in their own factories, or are made especially to their order in foreign countries.

The "Nara" and "Imari" shown in the advertisement are new this season and come from far-off Japan. They must be seen to be appreciated. The Fireball is built by the American Soda Fountain Company and is really a gorgeous affair, perfectly adapted to the needs of the hot soda dispenser.

It will pay you to write at once for one of the Hot Soda Apparatus Catalogues issued by this company. The book is a work of art and contains many suggestions as to how to coin money in winter drinks.

A postal card addressed to the nearest office of the American Soda Fountain Company will get one free. Write to-day.

A Doctor's Point of View.—"When the American housewife becomes thoroughly educated in domestic sanitation she will never have a carpet in her home," remarked a Detroit doctor, who has made a deep study of the germ theory.

"Why? Simply because it is the most unsanitary thing in the house. No matter how careful the inmates may be in the matter of cleaning their shoes before entering the house

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

—unless they were to adopt the Oriental practice of taking them off and leaving them outside—they are bound to carry in some dirt from the street. This dirt settles in the carpets, and when sweeping day comes it is stirred up and the air of the room becomes filled with it. It may not always be impure, but as nearly all of it comes from the street the chances are that it is, and when the sweeper, or whoever passes through the room during the sweeping process, inhales it, whatever dangers may lurk in it pass into the lungs and perform their work of mischief. If you want to test this theory, go yourself into a carpeted room that has just been swept and notice how quickly you can become choked with the dust that is in the air."

"What would I substitute for carpets? Rugs. And not large, heavy rugs, either, but small and light ones that may easily be lifted up and taken out doors for cleaning. Rugs, however cheap, on hardwood floors, are better than the most expensive carpet you can buy, if you have regard for your health. They should be cleaned frequently, too, and always out doors.

"If this simple method were universally adopted you may be sure that we doctors would in time have fewer patients to take care of, and this fact should give you sufficient evidence that my suggestion is not made for a selfish purpose."—*Detroit Free Press.*

An Irishman, in order to celebrate the advent of a new era, went out on a little lark. He did not get home until 3 o'clock in the morning, and was barely in the house before a nurse rushed up and, uncovering a bunch of soft goods, showed him triplets. The Irishman looked up at the clock, which said 3, then at the three of a kind in the nurse's arms, and said: "Oi'm not superstitious, but thank hivens that Oi didn't come home at twilve!"

YOUNG MEN!

DOUBLE YOUR INCOME.

NO EXPERIENCE REQUIRED.

WE furnish free sample outfits to take orders from. Have complete line of 350 styles or pocket folders of 50 styles, so you can work it on the side. Suits to order to cost the agent from $7.00 to $30.00. Our biggest agent last year sold $7,500 worth of goods. Our garments contain the Union Label. Our coat try-on is a winning feature.

JAS. F. STILES & CO.
293 E. Madison St., CHICAGO.

TWO NEW BOOKS

EXTRACTS AND PERFUMES

A treatise on the most practical methods for the manufacture by the retail or wholesale pharmacist of Flavoring Extracts, Colognes, Toilet Waters, Perfumes, Sachets, Fumigating Pastilles, Etc., together with several hundred tested and workable formulas by Prof. W. L. Scoville and other authorities. Bound in cloth; price postpaid $1.00; with THE SPATULA one year, $1.50.

1000 QUESTIONS IN PHARMACY

A sequal to the "Catechism of Pharmacy." A book that is invaluable to every clerk and student. In it almost everything you can think of is answered. Cloth bound. Sent postpaid $1.00; with THE SPATULA one year, $1.75.

CATECHISM OF PHARMACY

A book to help candidates pass board examinations. It coaches them on just what is needed. Bound in cloth, post-paid, $1.00; with THE SPATULA one year $1.75.

500 SPATULA FORMULAS

For the making of Common Remedies, Perfumes, Soaps, Tooth Powders and Washes, Hair Dyes, Cosmetics, Colognes, Liqueurs, Cements, Glues, Mucilages, Blackings, Corn Cures, Rat and Vermin Poisons, Extracts, Fire Works, etc., prettily bound in cloth, post-paid $1.00; with THE SPATULA one year $1.50. Paper cover 60 cents; with THE SPATULA one year $1.25.

HOW TO ADVERTISE

If interested send us your card and we will send you some of the prettiest, best and cheapest business bringers you have ever seen.

Address: SPATULA PUBLISHING CO., 7 Sudbury Bldg., Boston.

PATIENT: Do you believe in the value of fresh air?

Physician: I do, indeed. I spent a week in the mountains, and it cost me $200.

IT HURTS US ALL ALIKE.

Oh, wealth outranks the might of pen,
And power in plenty lurks,
But all are on a level when
The vaccination works!

ALL THE WAY FROM INDIA.—We clip the following from the *Detroit Free Press:*

A BIG CONSIGNMENT.

Yesterday the wharf of John Stevenson, at the foot of Randolph Street, was piled high with between 500 and 600 bales of sandal-wood from India, consigned to Parke, Davis & Co. Each bale consisted of sticks about four feet in length and from six inches in diameter down to mere splints, enclosed in coarse canvas and averaging 250 pounds in weight. The wood came by sea to New York, thence by canal to Buffalo, and by a steam freighter to Detroit. Each bale was marked "Product of India. P. D. & Co."

It may be said further that this shipment consisted of 595 bales, weighing 100,247 pounds, and was only one of many similar shipments which the house receives during the course of a year. This gives one an idea of the amount of santal oil which is distilled by Parke, Davis & Co., and the extent to which the house goes in order that it may have an absolutely pure product.

"HERE'S SOMETHING JUST AS GOOD."

I went into a drug store several weeks or more ago
To buy some bunion plasters, my feet were aching so,
I called for Smith's or Jones's but the clerk misunderstood,
At any rate he smiled and said: "Here's something just as good."

I took the package home with me and ere I went to bed
Placed discs on each foot firmly, just as directions said.
Then as the night wore on I dreamed I whirled to other shores
And had some queer adventures, between my troubled snores.

It seemed I flew to paradise, and there before my eyes,
Lay heaps on heaps of shining gold, a most enticing prize.
I made a rush to gather some; all melted while I stood
Transfixed by voices uttering: "Here's something just as good."

I felt I was a victim of a dark and dastard plot,
At every heavenly store I called, this formula I got:
We haven't it just now in stock, but if you really could
Try this, I'm sure you'd find: "Here's something just as good."

At last I turned in wrath and grief, to go far down below—
Where Beelzebub and his aids were, methought I'd get a show.
Red demons prodded me with spikes, threw at me blazing wood
And when I yelled they dipped me in: "Here's something just as good."

It proved to be hot brimstone, but I shivered when I saw
I had for my companions men who broke truth's rigid law.
Their lying voices led the groans of that sad-looking brood,
While beckoning in their frenzy: "Here's something just as good."

I listened for a little while and soon after awoke
Resolved that substitution is a crime and not a joke.
And now, whene'er I purchase, as every buyer should,
I pass the store where clerks implore: "Here's something just as good."

—*Jabs.*

"ABBOTT'S SALINE LAXATIVE" is one of the good sellers, and is in all respects a meritorious product. Advertised extensively in the medical journals of the country, it is widely prescribed by physicians, and all druggists should keep it in stock.

"THIS is the bill from your oculist," said the collector to Mr. Grimly.

"Just take it back to him and tell him that I can't read it with those glasses he sold me."—*N. A. Medical Review.*

"Marie, I thought your doctor told you that you were not strong enough to ride a bike?"

"Yes, but I went to another doctor."—*Alkaloidal Clinic.*

Rarely has any article ever won so many medals, diplomas and certificates of approbation as the Marvel "Whirling Spray" syringe. Wherever this is shown or exhibited, it never fails to win approval. It is unique among syringes.

"Yes," said the young doctor to his wife, "I felt greatly worried until the climax was passed."

"Will he be out soon?"

"No," said the young doctor, "not until the day of the funeral."

"No more on earth he'll greet us,
He's numbered with the blest;
He had appendicitis
And the doctors did the rest."

Your Own Advertising Free—One Month.—A month's advertising free, for all departments of your store, is not a bad offer. M. P. Gould Company, the drug-store advertisers, Bennett Building, New York, make it in their half-page adv. on page 38, this issue, regarding M. P. G. Co.'s "System of Advertising for Retail Druggists." This "System" furnishes copy for booklets, circulars, counter-slips, blotters, letters, tags, novelties, catchy schemes, and many other successful modern ideas, besides newspaper advertising. Nearly one thousand different druggists—one only, the leading one, in each locality—are using this "System" and say it is the "greatest thing they ever struck" in advertising. Send the coupon. It's good for one month's free advertising, if you can get Gould's System.

The Hardships of Genius.—Milton sold his copyright of "Paradise Lost" for $72 in three payments, and finished his life in obscurity.

Homer was a beggar.

Spenser died in want.

Cervantes died of hunger.

Terrence, the dramatist, was a slave.

Dryden lived in poverty and distress.

Plautus, the Roman comic poet, turned a mill.

Paul Gorhese had fourteen trades, yet starved with all.

Tasso, the Italian poet, was often distressed for a dollar.

Otway, the English dramatist, died prematurely and through hunger.

Bacon lived a life of meanness and distress.

Steele, the humorist, lived a life of perfect warfare with bailiffs.

Sir Walter Raleigh died on the scaffold.

Bentivoglio was refused admission to a hospital he had erected himself.

The death of Collins was through neglect, first causing mental derangement.

Chatterton, the child of genius and misfortune, destroyed himself at 18.

Savage died in a prison of Bristol, where he was confined for a debt of $40.

Goldsmith's "Vicar of Wakefield" was sold for a trifle to save him from the grip of the law.

Fielding lies in a burying ground of the English factory at Lisbon, without a stone to mark the spot.

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES

AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

A "Quick Sales" Show Case

has the same magnetic influence over trade that is exercised by a clever salesman. Every merchant knows that a neat, well-dressed man will sell more goods than a careless, poorly-attired clerk.

Our cases are made in our newly-equipped factory, designed and built by "brains." They are altogether superior and out of the ordinary.

Why not let us know your needs?

DETROIT SHOW CASE CO.,
482-490 FORT ST., W.,
DETROIT, MICH.
Canadian Branch, Windsor, Ont.
JOHN PETZ, PRES. & SUPT.
HERBERT MALOTT, SEC'Y & TREAS.

Sexual Impotence in Male and Female.

(THIRD EDITION.)

PRICE, $2.00.
(REDUCED FROM $3.00.)

By Wm. A. Hammond, M.D.

Probably more unhappiness is caused by Sexual Impotence than by any other disease that affects mankind. Dr. Hammond discusses causes, symptoms, and treatment.

PRICES ARE STRICTLY NET CASH WITH ORDER.

WILLIAM M. WARREN, Medical Publisher, P. O. Box 484, Detroit, Mich.

LITTLE MIKE: "Feyther, phwot is an octogenarian?"
McLubberty: "An octogenarian, me b'y, is a mon thot has eight toes on aich fut."—*Harper's Bazaar.*

"WHAT'S the matter with the dog, doctor?"
"Appendicitis."
"Going to operate?"
"No; he is too valuable."

The man who simply sits an' waits
For good to come along,
Ain't worth the breath that one would take
To tell him he is wrong.
For good ain't flowin' round this world
Fur every fool to sup;
You've got to put yore see-ers on,
An' go an' hunt it up.

YOUNG MEN who are anxious to make money should consult the advertisement on another page in this issue of the BULLETIN, of James Stiles & Co., of 293 East Madison Street, Chicago. You can locate the adv. by consulting the Index to Advertisers on advertising page 3.

MRS. SMILAX: Henry, I really believe Freddy is going to be a doctor when he grows up. I heard him tell Mary that she must be careful of her health, and that pie was considered hurtful.

Mr. Smilax: It looks to me as though he is more likely to become a lawyer. I noticed he had two pieces of pie at supper last evening.—*Boston Transcript.*

"WHO called?"
"The doctor."
"I can't see him; tell him I'm not well."—*Pall Mall Budget.*

"M. C. W."—Most of our readers are familiar with the expression "M. C. W.," which are the initial letters of the Mallinckrodt Chemical Works. This expression is a convenient means of designating the goods manufactured by this house, and when morphine, cocaine, codeine, or other articles of the Mallinckrodt manufacture are desired, "M. C. W." should be specified on the orders.

"Laugh and the world laughs with you,"
But that isn't all by half;
Just bear in mind that we must find
The things to make us laugh.

—*Plain Dealer.*

SATISFIED that the "Doran" light is far superior to gas or electricity, and much cheaper than either, the Acorn Brass Manufacturing Co. offers to send it on trial for thirty days. At the end of this period you may remit the price or return the outfit. Write for particulars to the company at 173-219 Fulton Street, Chicago.

DOCTOR: Your wife, sir, is suffering from general functional derangement.

Mr. Parvenu: I know it. Maybe she'll give me credit with knowing a few things after awhile. I told her to quit gadding around to all these swell functions, or she'd be sick. Now she's deranged. Is she liable to be violent, doc?—*Detroit Free Press.*

THE MARVEL "WHIRLING SPRAY" SYRINGE

IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9th, 1902, as the latest and best improvement in **Vaginal Syringes.** Particular attention is called to the fact that by reason of its peculiar construction the **Marvel Syringe dilates and flushes the vagina** with a volume of **whirling spray,** which **smooths out the folds** and **permits** the **injection** to **come into contact** with the **entire surface,** instantly **dissolving** and **washing** out all **secretions** and **discharges.**

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

SOLE PROPRIETORS.

TIMES BLDG., NEW YORK.

BRANCH OFFICES,

Paris, France, - - 42 Rue du Marche.
London, England, - - 11 Queen Victoria Street.
Sydney, N. S. W., Australia. - 416-418 George Street.

ELECTRICIANS supply us with the current topics of the day, and the physicians with the news of the weak.

THERE is no doubt that a show-case of the right sort will sell goods of itself. It will draw trade quite as effectively as a good salesman! Hence the virtue of the "Quick Sales" show-case, manufactured by the Detroit Show Case Co. of Detroit. This company make a line of show-cases that are hard to beat, and it would not be out of place for you to write a postal and ask for a catalogue.

BROWNING, LOWELL, AND ARNOLD AT THE DINNER TABLE.—Possibly it will seem odd to Browning's admirers, but he was, as a rule, least admirable when other writers were of the company. Challenged, Browning could be aggressive, and a dinner-table is not a convenient place for carrying on military operations. I could name a host who delighted to collect about the same board with Browning, Matthew Arnold, Lowell, and one or two other celebrities. The atmosphere was always a little hot. Each of these eminent men of letters had a just sense of his own place in the world and in society, which he was by no means disposed to relinquish in favor of others. Lowell had the honor of the flag to maintain as well as his own, besides which, a habit of correcting the errors of his pupils at the University clung to him in the world. His impatience of inaccuracy showed itself heedlessly. He had, as all those I have named had, a delightful courtesy of manner, and was alike a delightful host and a delightful guest. But no rebuke stings so sharply as the rebuke courteous. They all had repartee, and all practiced this dangerous gift with freedom with and upon each other as well as in general society. Browning was the most argumentative and the most fond of bringing heavy artillery into action. Arnold, in conversation as with his pen, found humor a more effective weapon, and his humor could be merciless, sportive, and charming. Lowell had wit, between which and the humor he liked best there was no very clear dividing line.—GEORGE W. SMALLEY in *McClure's.*

IF you want to get up something special that would appeal to the people of your particular locality, why not have some aluminum souvenirs made that would contain pictures of some building or spot in your town? W. E. Cummings & Co., of 407 State Street, Chicago, will reproduce any pictures sent them on aluminum trays at $9.00 per gross! If you want to be convinced, send 10 cents for three samples.

COMMERCIAL LAW POINTS.—Following are some very pertinent commercial law points, which have been carefully compiled from the latest decisions of the highest courts. While they pertain to business in general, yet they are full of meat for the average bottler. They are worth reading and remembering.

The creditors of an insolvent debtor cannot compel him to make an assignment.

An accommodation indorsement of a note is not within the scope of a corporate business.

A contract executed in settlement of a disputed claim in suit is supported by a sufficient consideration.

A stockholder or officer of an insolvent corporation has no right to take its property for his own purposes.

Injury to credit is too remote to be assessed in favor of one whose property is levied upon as that of another.

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

SEPTEMBER.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

As between different checkholders, the one who first presents his check to the bank is entitled to priority of payment.

A bank is under no obligation to pay anything on a check when there is not sufficient money on deposit to pay the check in full.

Admissions of an agent with respect to matters within his authority are admissible against his principal, but not as

The declarations of an agent are only admissible when against third parties.
the existence of the agency has been satisfactorily established by other competent evidence.

The directors of an insolvent corporation may make an assignment for the benefit of creditors, without the assent of its stockholders.

Declarations of a party to commercial agencies and other third parties are not admissible in his own interest to disprove his membership in a copartnership.

The fact that a person buys goods with the intention of never paying for them, authorizes the seller to rescind the contract of sale and retake the goods.

When a bill of lading of goods is sent, accompanied by a sight draft to be paid before delivery of the bill, title to the goods does not pass until such payment is made.

Proof of the mailing of a letter in time to reach the person to whom it is addressed in the regular course of the mails, is prima facie evidence establishing the fact that it was received.

A condition of a contract of employment that the employee will never make use of or divulge trade secrets necessarily confided to him in the conduct of the business, is not invalid as being in restraint of trade.

A local custom or usage, not expressly mentioned in an agreement, cannot be relied upon as controlling the agreement, unless it is shown to be an established usage or custom, general and notorious in the locality.

Where personal property is sold for cash on delivery, if the goods are put into possession of the buyer in expectation that he will immediately pay for them, and he does not, the seller may retake the goods by replevin.

Upon the question of authority of an agent to act for his principal in making a contract with the purchaser of goods, evidence is admissible to show that the agent made like contracts for his principal with other parties, which were ratified.

Some Prize Formulas.

Prizes were awarded the following formulas at the last annual meeting of the Tennessee State Druggists' Association:

BLOOD PURIFIER.
(A. B. Rains.)

Potassium iodide	4 ounces.
Fl. ext. of sarsaparilla comp.	8 ounces.
Fl. ext. of stillingia comp.	8 ounces.
Fl. ext. of yellow dock	8 ounces.
Fl. ext. of prickly ash	1½ ounces.
Fl. ext. of pokeroot	1½ ounces.
Fl. ext. of senna	1½ ounces.
Fl. ext. of licorice	2 ounces.
Fl. ext. of cascara aromatic	3 ounces.
Glycerin	12 ounces.
Alcohol	12 ounces.
Sugar	3½ pounds.
Distilled water .....q. s. to	4 pints.

Mix, make a solution and filter.

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results.* It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

Also a mild laxative, liver regulator, produces no griping whatever. Cost, 16-ounce panels, inside wrapper and Turkey red cartons, $4 per dozen.

It is preferable in making the above preparation to use the roots, herbs, and leaves, and cascara bark deprived of the bitter principle, in powders of proper fineness for percolation; exhaust with the above menstruum, dissolving the potassium iodide and sugar in the percolate.

IMPROVED COUGH SYRUP.

(B. B. Kerr.)

Ground horehound	5 ounces.
Ground mullein	5 ounces.
Ground wild cherry	2 ounces.
Ground comfrey	2 ounces.
Ground lobelia	2 ounces.
Wine of tar	2½ pints.
Whiskey	2½ pints.
Glycerin	10 ounces.
Sugar	12 pounds.
Water q. s. to	2 gallons.

This cough syrup does not contain any opiates, and has given satisfaction for years. It can be put up in two-ounce panel bottles, including cartons and all, for 40 or 50 cents per dozen. It also nets a good profit.

BLOOD PURIFIER.

(B. B. Kerr.)

Fl. ext. of sarsaparilla	4 ounces.
Fl. ext. of yellow dock	4 ounces.
Fl. ext. of taraxacum	4 ounces.
Fl. ext. of senna	2 ounces.
Fl. ext. of podophyllum	1 ounce.
Oil of sassafras	25 drops.
Oil of wintergreen	25 drops.
Alcohol	4 ounces.
Syrup	6 ounces.
Glycerin	6 ounces.
Potassium iodide	1 ounce.
Water q. s. to	2 pints.

This formula is one that contains every ingredient necessary to make a good blood purifier. It costs $3 per dozen to put up in 12-ounce panels, including cartons, labels, and all. It nets a handsome profit, and gives good satisfaction.

COUGH CURE.

(J. Goldbaum.)

Camphorated fl. ext. of opium	2½ pounds.
Compound fl. ext. of squill	5 pounds.
Fl. ext. of mullein	4 pounds.
Alcohol	2 pounds.
Ammonium chloride	5 pounds.
Water	15 pounds.
Purified honey	50 pounds.

Put up in 4-ounce bottles, holding 3½ ounces. Cost 75 cents per dozen complete.

MOORE'S UNIVERSAL SPRING APRON

IS THE BEST.

Why? Because it keeps the clothes clean and can be put on or taken off instantly. Try it and see. Just the thing for druggists and chemists.

Made in cheviot fast colors, shrunken white cotton, and black duck. **Price, $1.00,** post-paid. For sale by all jobbers; write for circular. Do not send checks; send money order or stamps.

MANUFACTURED BY

E. C. MOORE & SON,

Dept. P. DETROIT, MICH., U. S. A.

When writing kindly mention *Bulletin of Pharmacy.*

FREE—THIS MACHINE—FREE

INCREASE YOUR DAILY SALES AND PROFITS BY PLACING AN

APEX PENNY VENDING MACHINE

IN YOUR STORE.

It draws the extra Pennies of your customers, the children and passers-by, *that you are now losing.* The Apex vends **Chocolate, Chewing Gum and Salted Peanuts** in fancy penny packages. The confections vended are of the highest grade and put up in a very attractive manner.

Sales average from 75c to $1.50 per day at a net profit of over 100 per cent to YOU, without personal attention or extra clerk hire.

The Apex is 30 x9, 5½ inches in size, manufactured of heavy quarter-sawed oak, with nickel-plated trimmings, and is by far the most attractive and best Money-Making Vending Machine ever placed on the market. Endorsed by all leading trade journals and thousands of retail merchants.

SEND AT ONCE FOR DESCRIPTIVE CIRCULAR.

CURTISS-WILLIAMS CO., Dept. 6, Chicago, Ill.

SELLS ON SIGHT

Handsome returns assured to Retail Druggists who will push our

AMERICAN ICE CRACKER

the best device ever placed on the market for preparing ice for table, freezer or packing purposes. No waste in ice, no scattering.

A Necessity in Every Household.

This useful implement is substantially and durably made. The points are of tempered tool steel, set in a heavy cast-iron head. Write us for special trade prices.

Fargo Creamery Supply House,

LAKE MILLS, WIS.

DAY'S JAR MILL OR TRITURATOR

NO OTHER machine can be so fully depended upon for reducing potent drugs and the better grade of gums to a fine powder as our Jar Mill. No possibility of metallic contact, as jars and balls are of porcelain. An Ideal triturator. All of Day's Laboratory Machinery is of the reliable kind.

Write for catalog D.

N Y OFFICE: 76 PARK PLACE.

THE J. H. DAY CO., CINCINNATI, OHIO.

COLLAPSIBLE TUBES

PURE TIN

FOR LIQUID CEMENTS, ARTISTS' COLORS, PERFUMES, SALVES, COSMETICS, OINTMENTS, TOOTH PASTES, ETC.

Manufactured by *RAYMOND LEAD COMPANY,*

51-59 W. Lake Street, CHICAGO.

Central Drug Mills

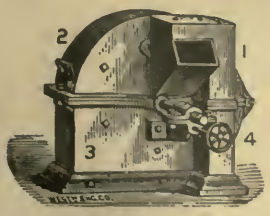
J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., - NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin.*

MEAD & CO., 20TH ST. & M. C. R. R. STATION B, DETROIT, MICH.

THE LEISURE LIBRARY SERIES

MEDICAL BOOKS

CLOTH, 27 CENTS. PAPER, 15 CENTS.

SENT POSTAGE PREPAID ON RECEIPT OF PRICE.

SEND FOR LIST.

WM. M. WARREN, Medical Publisher, Detroit, Mich.

BULLETIN OF PHARMACY

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EDITORIAL.

FORWARD OR BACKWARD?

An interesting and animated discussion arose at last month's annual meeting of the Michigan Pharmaceutical Association as to whether or not retail pharmacy had deteriorated during the last generation. At first blush the very mention of this question provokes *ennui*. It has been debated so often, so much has been written upon it, it has been so generally the custom to refer to the "good old times," that the subject has become wearying to the flesh and trying to the spirit. And yet it has a certain real importance. In pharmacy no less than in society at large it is vital that we know whether we are progressing or retrogressing. Once a belief were to become general in pharmacy that we were going backward instead of forward, the chief stimulus to higher class endeavor would be removed. The hands of the men fighting for trade improvement, for educational advancement, for legislative recognition, would be paralyzed. Men will not often fight for a lost cause; on the contrary, success and encouragement fill them with hope and renew their strength and determination.

Is pharmacy, then, really progressing or not? The discussion at the Michigan meeting was provoked by a paper from Chas. F. Mann, of Detroit, who rather inclined to the belief that pharmacy was no longer the professional occupation it was twenty-five years ago, and that the pharmacist of to-day had degenerated into little more than a mere mixer of ready-made medicines. It was encouraging and significant that every one of the speakers in the debate disagreed utterly with the author and expressed the firm conviction that the last quarter of a century, far from witnessing retrogression, had ushered in decided improvements in almost every phase of the calling. And with one exception every man who spoke on the subject had himself been in business over twenty-five years and was therefore speaking from personal experience.

Mr. Walker declared that pharmacy now was in every respect more scientific than it was then: far more prescription-compounding was done; education was more general; the pharmacist's library was not limited, as it had been in one case with which he was familiar, to "Chase's Recipe Book" and an old copy of the Dispensatory. Dr. Ward, a man of perhaps 40 years' experience, confirmed this view; and Mr. Burke asserted that the practice of pharmacy called for far more training and skill than were formerly demanded. The very drugs themselves indicated this truth. Synthetics had more and more replaced the old time vegetable tinctures and extracts. The dispensing of these called for chemical knowledge and expertness; and the pharmacist must keep himself informed concerning their characteristics in order that he may answer the oft-propounded questions of physicians concerning them.

It is certainly true, as Mr. Mann intimated, that the pharmacist is less a manufacturer than he was 25 years ago. But is he any the less a professional and scientific man? No—most assuredly not!

Whether he makes or whether he buys his medicaments, he is responsible for their character. The courts hold him to strict accountability; and Dr. Schlotterbeck's report on adulterations at the Michigan meeting, mentioned in detail elsewhere, proves conclusively that the pharmacist is set no indifferent task in having to dispense substances of proper quality and character. The several pure-drug crusades of the past year point to the same conclusion. The pharmacist must perforce be more of an analyst, more of a scientific man, than was formerly the case; and the removal of the manufacturing branch of his occupation has only changed, it has not lessened, the field of his activities and the necessity for scientific and professional endeavor.

THE MODEL ANTI-NARCOTIC LAW.

On another page this month we print in its amended form the model anti-narcotic law provisionally adopted at the recent Mackinac meeting of the American Pharmaceutical Association, together with the explanatory remarks of its author, Professor James H. Beal. It will be remembered that the draft was modified somewhat at the Mackinac meeting after it had been pretty thoroughly discussed, and that the decision was then reached at the suggestion of Professor Beal himself to withhold final action until next year, meanwhile giving the measure the widest possible publicity in the pharmaceutical press and elsewhere, and inviting the suggestions and criticisms of everybody interested in the subject. In compliance with this programme, the BULLETIN bespeaks a careful consideration of the draft at the hands of its large circle of readers, and cordially expresses its willingness and desire to print any opinions which may be forthcoming.

The great importance of the subject need scarcely be dwelt upon. The treatening spread of the cocaine evil has often been pointed out in these columns. The retail trade is caught in the very meshes of the net, and it is everywhere recognized that unless heroic steps are taken to stem the tide pharmacy will inevitably suffer great and lasting damage. So wide-spread is the evil, and so general the recognition of it among druggists, that cocaine laws were enacted in four States during the last year, and introduced in the legislatures of seven other States. That the coming legislative year will witness great activity in this direction is certain; and in view of this prospect it is of the utmost importance that a general form of bill be available which represents the best wisdom of the moment, and which, moreover, if adopted in the several States, will lead to that uniformity of enactment so necessary in a country that is essentially one great commonwealth. The measure will of course not be attainable in its final form until next year, but in its present shape should be utilized wherever an anti-narcotic law becomes a necessity in the interval.

COMMENT ON THE LAW.

As for the various provisions themselves of Professor Beal's draft of an anti-narcotic law, mentioned in the preceding editorial, we may report that they met with very little adverse criticism of a serious nature at Mackinac Island. The amendments made were for the most part of a minor character. The one question over which there seemed to be a real difference of opinion was that concerning the number of drugs to be included in the list of prohibitions. Several speakers were quite firm in the belief that to mention only cocaine, morphine, opium, and chloral, and the salts and preparations of these substances, was to leave out a number of drugs which are quite as susceptible to abuse; and it was especially urged that heroin and other derivations of morphine should be included.

Professor Beal pointed out, however, as he has done in the explanatory text which we print this month, that to include everything which may possibly lend itself to the abuse of drug habitués would be to load the bill down, render it unwieldy, and effectually conceal its virtues from sight. He thought bridges might well be crossed when we come to them; if habitués have recourse to some particular drug when cocaine, opium, morphine, or chloral is denied them, it would be time enough in that event to add the substance to the prohibited list. This view was seen to be so sound that upon vote the motion to include certain other drugs was lost.

Taking up another feature of anti-narcotic legislation, the BULLETIN has always felt, and has often expressed the feeling, that to be sufficiently deterrent a law should either suspend or revoke a pharmacist's certificate of registration upon conviction of the second or perhaps third offense. Professor Beal does not include this penalty in his draft, and his reason for omitting it is that juries are always unwilling to convict a man when the punishment is severe—a general truth attested by the well-known fact that in States where capital punishment obtains the percentage of convictions for murder is always much smaller than elsewhere. Granted, but would the revocation of a pharmacist's certificate be

decreed too severe by juries after a man had *three times* been found guilty in responsible courts of law, or, if so, would the *suspension* of his certificate for an indefinite period, with the possibility of its reinstatement at any time, fall under this objection?

This is one of the debatable questions about which there may properly be a difference of opinion, and which it is hoped may be decided as the result of the year's consideration of the entire subject. Before leaving it on this occasion, however, we may point out that the Kentucky statute, enacted two years ago, provides for the absolute loss of the pharmacist's license upon conviction of the *second* offense, and that this truly severe penalty has acted admirably as a deterrent where a lesser one may have been risked with that chance which persons of criminal instincts consider a part of the game.

SHOULD THE COLLEGE GIVE BUSINESS TRAINING?—AN A. Ph. A. DISCUSSION.

No discussion at the recent meeting of the A. Ph. A. at Mackinac Island was more interesting than that which arose in the Commercial Section regarding the advisability of giving business training in colleges of pharmacy. Perhaps a dozen or more speakers joined in the debate, and nearly all of them were strongly in favor of Mr. Wooten's resolution declaring that commercial courses were demanded and should be established by all colleges who had not already taken the step.

Messrs. DeWoody, Ebert, Eliel, and Bartells, however, all of whom are men who received their training in the old school of apprenticeship, declared with one voice that "business men are born and not made," and that, even if they *could* be made, the manufacturing process could not be performed in the college of pharmacy by "professors who know nothing of business themselves." The store, and the store only, is the place where the training could be given with any success.

Answering these objections, other speakers declared that even after he had been born a business man needed instruction. He gets from heredity the possibility only; it must be developed. Otherwise all education were unnecessary, and we might depend upon Nature to bring forth men with powers as completely developed as those possessed by Minerva when she sprang fully armed from the brain of Jupiter. So far as the academic question is concerned as to whether or not the college is the proper place to give the necessary training, Professor Ryan aptly pointed out that the college is confronting a condition, not a theory. The young men who enter the institution have not been trained in business. They are deplorably ignorant of the simplest commercial methods. They know nothing of buying goods; they have had no experience in the financial conduct of the store; they are completely ignorant as to how a check or a note should be drawn or dealt with; their want of knowledge of all business forms is not less appalling than it is fatal to commercial success. The store, then, whether or not it *can* provide the proper instruction, has failed to do so. This is the fact: recognizing it, what shall be done?

The college which is really desirous of giving its students every equipment for the practice of their calling has no recourse but to jump into the breach and supply a need which cries out for satisfaction. If, later on, this need is supplied by the high school, the business college, or the store itself, the college of pharmacy may withdraw from the task and limit itself to what is unquestionably its more proper sphere of giving professional and scientific training. Meanwhile its duty is plain and should not be shirked.

To the objection that the college has not the time or the facilities to do the work, Professor Ryan replied that any good institution is competent to do it if it will, and that a ten weeks' course serves the purpose fairly well. The courses given by business colleges are of course much longer, but they are general and not special in nature, and include much that is not needed for pharmaceutical students. In ten weeks it is possible to give a student an insight into business forms and methods, and to inculcate certain commercial laws and principles, to a degree which will at least provide that foundation so necessary if the superstructure is to be substantial.

The New England Pharmacal Co. wound up its affairs last month. The company was a coöperative concern organized by prominent druggists in the State for the manufacture of a line of specialties. It never proved a success. F. M. Harris, of Worcester, was president, and W. F. Sawyer, of Boston, treasurer.

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Wilber J. Teeters, M.S., Ph.C., has been appointed acting dean and professor of practical pharmacy in the College of Pharmacy of the University of Iowa, being promoted from the chair of pharmacognosy and the directorship of the pharmaceutical laboratory.

THE MONTH.

JOBBERS AND THE MILES PLAN.

The representatives of the N. A. R. D. apparently got about what they wanted at the annual meeting of the jobbers in Boston last month, although it would seem that they were entirely unsuccessful in dealing with the proprietors. What they went after, of course, was a strong avowal from both jobbers and proprietors in favor of the direct-contract and serial-numbering plan of marketing proprietaries, and an expressed determination to support its general adoption. In a vigorous paper read before the N. W. D. A. at one of the early sessions, Mr. Wooten declared that the tripartite plan had been found "deplorably weak" by reason of the fact that the goods cannot be traced "through the channels by which they reach the price demoralizer;" that in order to stop up this leak a serial-numbering method is an absolute necessity; that this method must be given "a thorough and impartial trial;" and that the retailers of the country are determined to have it. "I warn you, gentlemen," asserted Mr. Wooten, "that your saying the plan is 'too much trouble,' or that your exaggerating the trifling addition to your expense account necessary to test the plan, will not save you from the odium of standing in the way of securing to the retailers that for which they have been anxiously working and waiting for years."

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RESOLUTIONS IN FAVOR OF THE PLAN.

In response to Mr. Wooten's vigorous demand for coöperation, resolutions were brought out on the floor at a later session in which the Miles plan was approved, but the approval was held back by so many strings that Mr. Wooten and Mr. Smither expressed themselves as thoroughly disappointed. Both gentlemen plead their cause with admirable force and ability, and the result was that they came within an ace of getting everything they wanted. The N. W. D. A. "pledged its coöperation with the other branches of the trade in putting the plan into more general operation," *provided* the proprietor will compensate the jobber "for any additional labor involved in carrying it out," and provided also that the details of the plan in each instance meet with the approval of a sub-committee of the jobbers in consultation with similar committees from the proprietors and retailers. The great objection the jobbers make to the direct-contract and serial-numbering plan is that it involves so much clerical labor, and therefore so much expense, that they are not warranted in adopting it unless they are adequately reimbursed for their trouble, inasmuch as the net profit on proprietary articles has almost reached the vanishing point. This attitude was taken in several of the addresses and reports presented at the Boston meeting last month, and finally was voiced in the resolution passed concerning the plan.

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THE MILES PLAN AND THE PROPRIETORS.

Whether now the proprietors will be willing to meet the jobbers half way, and bear the expense which the jobbers insist they are not able to bear themselves, remains to be seen. It would look as if the question were "up to the proprietors." Meanwhile the latter seem to be exhibiting a slight coyness. Messrs. Smither and Wooten attempted last month to present their case at the meeting of the Proprietary Association, held in Boston in conjunction with the jobbers' convention. Beyond expressing the greetings of the N. A. R. D. at the opening session, however, they do not seem to have been given any opportunity to address the proprietors. At any rate, this is the conclusion we draw from a statement in the "N. A. R. D. Notes" asserting that "President Smither, Secretary Wooten, and Executive-Committeeman Rehfuss were greatly disappointed at being unable to obtain a hearing before the proprietary body or any of its committees." Practically all the business of the association was conducted in executive session, and no "outsiders" of any sort were admitted.

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THE BOSTON MEETING.

Passing on now to speak of other features of the Boston meeting of the National Wholesale Druggists' Association, it is interesting for the retailer to note that the formation of buying clubs was several times deprecated in vigorous English. By way of reply Mr. Wooten declared that "the failure of the tripartite plan was largely responsible for the growth of the buying-club idea," and that if the jobbers would actively assist the retailers to make a success of the direct-contract plan buying clubs would soon become a thing of the past. It is interesting also from the retailer's point of view to know that the jobbers regret having abandoned boxing- and cartage-charges some years ago, and that a movement is under way to have them reëstablished. It was decided, too, to continue the agitation in favor of bringing about the universal adoption of thirty days' time on credit, or 1 per cent for cash; and the opinion was expressed that it is "good policy to charge interest where over-

due time is taken." Reporting on the recommendations of the Committee on Credits and Collections, the Board of Control fully agreed that jobbers should exercise more caution than has previously been employed in encouraging the starting of new stores by means of granting credit to ambitious clerks. The sale of chemicals by manufacturers direct to retailers was considered unjust, and action was taken looking towards the discontinuance of the practice. The new president of the N. W. D. A. is C. F. Shoemaker, of Philadelphia. John N. Carey, of Indianapolis, was reëlected Chairman of the very important Committee on Proprietary Goods, and Mr. Holliday will continue to serve in the capacity of Assistant Chairman.

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WHAT WILL THE N. A. R. D. DO?

The N. A. R. D. will be holding its annual meeting about the time the present number of the BULLETIN reaches its readers, and it remains to be seen just what will be done concerning the direct-contract and serial-numbering plan in the face of the apparent indifference of the proprietors. It needs no prophet's eye to see that this is the subject which will be uppermost at the Washington convention. As Mr. Wooten pointed out in addressing the jobbers, the tripartite plan has not been found to fulfil all expectations; the serial numbering plan is regarded as a necessity; and the N. A. R. D. is determined to graft the latter onto the former if it can possibly be accomplished. The operation will be watched with a great deal of interest and anxiety. Turning to another feature of the Washington convention, it is gratifying to note that President Roosevelt has signified his willingness to meet a delegation from the N. A. R. D. at 12 o'clock noon on the 6th of October. "N. A. R. D. Notes" asserts that "the President has been interested in the N. A. R. D.'s fight for a revision of the patent laws, and a formal statement setting forth the reasons why druggists believe the laws should be changed will be read to the president by the chairman of the delegation."

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THE CALIFORNIA SITUATION.

In this department last month the BULLETIN discussed the complex situation which was being faced by the N. A. R. D. in Los Angeles and San Francisco. In the former city the retailers were standing by their jobbers on the one hand, while the N. A. R. D. was striving to discipline them on the other. In the latter city the Owl Drug Co. was using newspaper advertising space very generously in an effort to convince people that a rapacious drug trust had been formed for the purpose of exploiting the public. It would now seem from the "N. A. R. D. Notes" that the national organization has at least partially won its fight. On the one hand it is asserted that the two Los Angeles jobbers are now "in line." On the other, it is reported that enough pressure has been brought to bear upon the leading San Francisco newspapers to lead all but one of them to refuse the advertisements of the Owl Co. The demand was made by certain proprietors at the request of the N. A. R. D. "Without any expense except a few postage stamps," says the "Notes," "the proprietors have silenced the guns of the cut-raters in 'Frisco, and without the newspaper publicity they thrive on the public will soon forget that the cutters exist, and the latter will in fact cease to be factors in the retail drug situation."

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THE LICENSED SERUM MANUFACTURERS.

The last Congress enacted a law placing the various manufacturers of serums, vaccines, and the like under the supervision of the Public Health and Marine Hospital Service. Among other things, the law provided for the issuance of licenses to all laboratories satisfactorily meeting the requirements of the Service. Inspectors have now for some months been examining the several manufacturing plants of the country, and as a result of their investigations we now learn from the *Oil, Paint and Drug Reporter* that licenses have been issued to the following houses:

Parke, Davis & Co., of Detroit, Mich., vaccine virus and serums.

H. K. Mulford Co., Philadelphia, Pa., vaccine virus and serums.

Dr. H. M. Alexander & Co., Marietta, Pa., vaccine virus and diphtheria antitoxin.

Pocono Laboratories, Swiftwater, Pa., vaccine virus.

The Fluid Vaccine Co., Milwaukee, Wis., vaccine virus.

The Pennsylvania Vaccine Co., Conewago, Pa., vaccine virus.

The *Reporter* remarks that the foregoing list is much smaller than was anticipated by the Supervising Surgeon-General of the Service. It seems, however, that "a number of houses which had previously been engaged in the manufacture of vaccine virus to a limited extent preferred to abandon that branch of their business rather than incur the trouble and expense necessary to fully meeting the requirements imposed by the regulations." Hereafter any package of "virus, serum, toxin, or antitoxin" is sold under unlawful conditions if it does not bear "a label showing the license number of the manufacturer, and the

date beyond which the contents cannot be expected beyond reasonable doubt to yield their specific results."

* * *

DRUG EXAMINATIONS IN NEW YORK.

The Eastern Branch of the New York State Board of Pharmacy is making a general inspection of the goods handled by the druggists of New York City, and it is reported that this inspection will be followed by prosecutions unless culpable druggists should heed the warning which the board proposes to give them. The results of the examinations so far made are little short of surprising. One hundred cases were found where wood alcohol was used instead of grain alcohol in the manufacture of tinctures and the like! To a deplorable extent "coal tar creosote," which is really not creosote at all, but only impure or crude carbolic acid, was sold in the place of the true wood-tar creosote. Tincture of iodine was too often found deficient in its iodine content. The determination of the board to bring about an improvement of the situation is very gratifying indeed, and, together with the several pure-drug crusades of the past year, significantly shows that from now on the pharmacist will more and more be held responsible for the character of the goods which he dispenses over the counter. Meanwhile we observe that the Illinois Board of Pharmacy has begun a war on druggists who fail to employ registered assistants. Seven druggists in Bloomington and Normal were each fined $20 last month for this offense.

* * *

COMPULSORY VIRTUE.

A peculiar contest was ended last month in Wilkinsburg, one of the suburbs of Pittsburg. In June last a Committee of Twelve, representing the churches, began an agitation under the blue laws of the State to have the drug stores of the locality closed on Sunday. The druggists protested against the demand, and most of them remained open, whereupon it became a frequent sight to see pharmacists hauled into court on Monday morning and subjected to fines. This situation was kept up for months. Finally one druggist after another dropped out of the race until only two were left. Meanwhile, the pharmacists organized a counter movement. A Committee of Five was created, and suits were begun against proprietors of ice companies and the like who also did business on Sunday—men who in some instances were themselves represented on the Committee of Twelve prosecuting the druggists. Altogether, the situation was at the least an interesting one—for everybody but the participants. Last month, however, both sides came to an amicable agreement, and the two druggists who had held out to the last closed their stores on Sunday; and in the future the druggists of Wilkinsburg will enjoy a much needed rest from Saturday night until Monday morning.

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COCAINE.

The action of the Illinois Board of Pharmacy in enforcing the recently-enacted cocaine law developed last month into an awkward situation. Messrs. Brendecke and Dahlberg, proprietors of "The Central Pharmacy" at 242 West Randolph Street, were fined $50 for the illegal sale of cocaine, and on a later charge Dahlberg was locked up in the police station. Thereupon the defendants brought suit against Wilhelm Bodemann, president of the board, and W. H. Sage, agent for the board, charging them with malicious persecution and with the attempt to secure hush money. Mr. Bodemann indignantly denied the charges and declared that in being maligned he was simply paying the penalty of a rigid and honest enforcement of the law. His position was fully sustained by the judge, who refused to grant the solicited injunction. Meanwhile arrests for violation of the anti-cocaine statutes are occasionally reported from other States. Last month, for instance, a clerk in a Kansas City drug store was fined $100 for violating the city ordinance restricting the sale of cocaine to physicians' prescriptions. For a while the new Texas measure acted strongly as a deterrent in reducing the sale of cocaine, but this effect is now wearing off somewhat, and it is reported that a number of arrests will soon be made. Indeed, we have already seen reports of two arrests made last month in the city of Houston.

* * *

THE CLERKS.

To unionize or not to unionize—this is the problem which has been troubling the drug clerks of Waterbury, Ct. The association withdrew from its labor affiliations some time ago in compliance with the strong opposition of the proprietors. This gave dissatisfaction to a minority, and after an agitation lasting several weeks an agreement was reached whereby Waterbury now has both a "Retail Drug Clerks' Union" and a "Drug Clerks' Association"—one union, the other non-union. The former has about twenty members; the latter about thirty. At one time the dispute involved the treasury funds, and there was strong talk of taking the matter into the courts. In this connection it may be reported that

the clerks of Springfield, Mass., will again attempt to secure a 65-hour schedule for the week, and to this end will soon begin a personal canvass of the stores of the city.

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"THE NEW ECONOMIC ORDER."

The idea of forming drug-store combinations seems to have taken root recently in two Virginia cities. In Richmond T. Ashby Miller, the well-known and successful druggist, has incorporated his business and announced his determination to add others to the three stores already possessed. A fourth pharmacy will be established soon on the first floor of an elaborate apartment house now almost completed. In Norfolk the MacKimmie Drug Co. has been organized with a capitalization of $50,000. Four drug stores are already controlled by the company, and it is proposed to buy others in the city as fast as the opportunity presents itself favorably. It is thought that later on the company may extend its operations to Portsmouth and Berkeley, and also possibly to Newport News and Hampton, increasing the capitalization as the necessity arises.

* * *

NOT GUILTY.

An interesting case was decided last month in Rochester, N. Y. It seems that the State Excise Commissioner sought to make a druggist pay a fine of $500 for an illegal sale of liquor made, not by the druggist himself, but by the druggist's clerk. The druggist declared on the witness stand that in making the sale the clerk had deliberately violated his orders, and that he, the druggist, could therefore not be held guilty. The judge decided in the defendant's favor, holding that an employer is not liable for the acts of his clerks when the latter disobey specific instructions which have been given them. It is reported that this decision heads off a considerable number of similar prosecutions which the Excise Commissioner had up his sleeve.

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A PARADOX.

It is very infrequently the case that compulsory resignation from an office involves an honor. Almost universally it means disgrace. In resigning the secretaryship of the Kings County Pharmaceutical Society last month, however, Dr. Frederic P. Tuthill did so because he had been elected to fill a chair in the Brooklyn College of Pharmacy; and it is an unwritten law that no one man shall be both a member of the faculty of the college and an officer of the society. The Kings County Society is of course the parent of the college. Dr. Tuthill succeeds the late Dr. Golding as professor of toxicology and assistant professor of the theory and practice of pharmacy.

* * *

AN INTERESTING CASE.

A case of considerable interest, involving the disposition of smuggled patented articles seized by the government, will soon be decided in New York. It appears that a quantity of a patented German synthetic, alleged to have been smuggled, was seized by the customs officers, and in due time offered for sale. The goods were purchased by a private individual, but before they could be resold the buyer was served with an injunction, at the instance of the representative of the patentees, preventing the sale. Meanwhile the attorney-general declares that the government had a right to sell the goods, while the patent office insists that this right is vested alone in the patentees!

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A garden of medicinal plants is to be established at Golden Gate Park, San Francisco, Calif. The Park Commissioners have set aside about eight acres of ground in a well protected part of the park and have asked the Park Superintendent and the authorities of the California College of Pharmacy to further the plans of such a garden. Climatic and other conditions are exceptionally favorable, and it is believed that fully 90 per cent of all medicinal plants may be grown in the open. Other plants will be cared for in suitable greenhouses.

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A St. Louis drug clerk enjoys the distinction of having prevented a man from committing suicide. Instead of handing over strychnine, which the customer wanted, and which it was very plain he intended to use to destroy his life, the clerk called a police officer and had the fellow taken to the city hospital. Thus was a life saved.

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The Food Commissioner of Illinois is making an effort to enforce the law prohibiting the use of such preservatives as salicylic acid and formaldehyde in soda syrups and crushed fruits.

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The mistake of a drug clerk in Santa Rosa, Cal., who dispensed something else when Rochelle salt was called for, resulted in the death of the patient.

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The several drug stores of Mt. Morris, N. Y., will be closed all winter, from now on, at eight o'clock on every evening save Saturday.

A SUCCESSFUL CONVENTION.

The Annual Meeting of the Michigan Association—Warm and Interesting Discussions—Practical and Helpful Papers—A New Pharmacy Law Considered—An Editorial Review of the Proceedings.

The Michigan Pharmaceutical Association held a very successful meeting on the 8th and 9th of last month in the health-food and sanitarium city of Battle Creek. The attendance, while not large, was good, and consisted entirely of earnest and enthusiastic members who followed closely upon the sessions. The programme was so arranged that one could leave his home on the morning of the first day, and return late in the evening of the following day. There were three business sessions—on Tuesday afternoon, Tuesday evening, and Wednesday morning. Wednesday afternoon was devoted to a delightful trolley ride about the city, and then, after an informal banquet at the famous Post Tavern, the members departed on the various trains for home.

A WARM DISCUSSION.

Several discussions arose during the meeting which were as animated as the most fervent debater could wish. The most successful disturbance was created by Charles F. Mann, one of the prominent members of the association. In a paper answering the question "Where is Pharmacy Drifting?" Mr. Mann took rather a pessimistic view of the conditions as they obtain in the retail trade of to-day, and with characteristic force and pungency declared that pharmacy had fallen from the high estate which it enjoyed a quarter of a century ago. Scarcely had he seated himself when it became apparent that a hornet's nest had been disturbed—a feat in the performance of which we mean only commendation in saying that Mr. Mann is an adept!

CHAS. F. MANN,
Who precipitated a warm discussion.

Messrs. A. L. Walker, W. H. Burke, G. J. Ward, Stanley E. Parkill, and others, several of whom had themselves been in the practice of pharmacy more than twenty-five years, insisted that the wheel of evolution was being pushed forward instead of backward, and that, barring certain inevitable exceptions to the rule, real progress had been and was being made. Mr. Walker drew a humorous picture of a typical pharmacist whom he had known a generation ago. His library consisted of "Chase's Recipe Book" and the Dispensatory, mentioned in the order of their importance; he kept in stock nearly every article used by man on this mundane sphere; education and professional attainment were not more foreign to him than angel's wings would have been; and his prescription work consisted mainly of the dispensing of horse powders.

This shows a view of the "Post Tavern" where the members were quartered. The owner, C. W. Post, is chiefly known as the proprietor of "Postum Cereal" and "Grape Nuts," but across the street from the hotel he has a department store covering about a block, and not far down the street a large theater. "Post Tavern" is certainly an ideal little hotel, and delighted every member of the M. P. A. who had occasion to "put up" there during the Battle Creek meeting.

SUBSTITUTION VERSUS COMPETITION.

In another portion of his paper Mr. Mann touched upon the subject of substitution. He seemed to believe that the manufacturing pharmacist who made preparations similar to those which had been widely advertised and enjoyed a large sale, and who urged these upon the retailer, was himself practicing the arts of the substitutor, and was equally responsible with the pharmacist. This view was refuted by Harry B. Mason, who declared that there was a heaven-wide difference between illegitimate substitution and legitimate competition. For the pharma-

cist to secretly dispense one preparation when another had been prescribed was nothing less than criminal. On the other hand, to openly compete with successful preparations, when there was no attempt at deception, when the product was different in color, in package, in label and in name, and when it was sold absolutely on its own merits, was simply to practice legitimate competition. Nay, more, the druggist or the manufacturer who did not avail himself of this opportunity was losing his very birthright—for what was this but to make or dispense whatever physicians need in the treatment of disease? Dr. G. J. Ward, of St. Clair, supported this attitude, and declared that the druggist who did not openly and honestly compete with the manufacturers of proprietaries was losing a business chance which he could ill afford to let pass by.

WHAT ABOUT REFILLING PRESCRIPTIONS?

After Mr. Mann's paper had been pretty thoroughly threshed out, another exciting discussion

Battle Creek's chief claims to fame rest in the possession of two immense sanitariums and a great variety and abundance of breakfast-food factories. Of the two sanitariums, the one here shown is the more beautiful in design and surroundings, although having fewer patients. Properly speaking, this is the "Sanatorium;" the other is the "Sanitarium," and is the one managed by Dr. Kellogg. In the engraving the M. P. A. crowd is seen on its way toward making an inspection of the "Sanatorium."

arose over the question of refilling prescriptions. In his presidential address D. A. Hagans had insisted that the pharmacist had no right to repeat prescriptions, and had declared that a law prohibiting their repetition should be enacted. The same view was now expressed in a paper read by William C. Kirchgessner. Mr. Kirchgessner attempted to analyze "The Causes of the Decline in the Prescription Business," and the chief cause was unhesitatingly asserted to be the general and indiscriminate refilling of prescriptions. To follow this practice was like drawing and redrawing a check on a man until his bank deposit was utterly exhausted; and what court in the land would uphold this bold-faced robbery? Mr. Kirchgessner rigidly adheres to the rule of never repeating a prescription except at the request of the physician; and all prescriptions sent out from him bear the following legend: *"Before Getting*

This group of handsome devotees of the profession pharmaceutic were caught while waiting on the corner for the special trolley which was to take them about the city. At the left stands Local-Secretary Erwin, holding under his arm two boxes of cigars which he afterwards kept in motion during the entire afternoon. Next in line are President-elect Walker of Detroit; Frank L. Shiley, of Reading; Secretary Burke, of Detroit; and Frank L. McClintick, of Battle Creek. The rotund figure in front, standing a little below the level of the others, belongs to the local secretary of next year's meeting at Grand Rapids—Wm. C. Kirchgessner.

this Prescription Refilled Please Consult the Physician, as More Harm than Good is Liable to be Done."

More than an hour was taken up in the discussion of this all-important subject, and the consensus of opinion was perhaps a little surprising. Every one was agreed that the refilling of prescriptions caused the estrangement of the physician more than anything else, but it seemed to be the general belief that it would be impracticable to adhere to the rigid rule of absolute refusal. Mr. Mann pointed out that some physicians often tell their patients to have a prescription filled again; Mr. Walker asserted that custom is a strong law and could not be deliberately violated; Mr. Hall cited incidents showing even that physicians are sometimes annoyed if druggists refuse to refill prescriptions.

A. L. WALKER,
President-elect.

It was declared by several speakers that the most one can do is to discourage repetition in every possible way, and, as Mr. Mann expressed it, "follow your conscience as the best guide." This view was pertinently expressed by W. H. Burke, who, managing four stores and having a wide experience with physicians, frankly admitted that he did not positively refuse to refill prescriptions, but who stated that he strove to lessen the practice as much as possible. Among other things, he uses the following legend upon every prescription—a legend not unlike the one employed by Mr. Kirchgessner: *"Much Harm Often Results from Refilling Prescriptions. It is Always Best to Obtain the Advice of the Physician."* Finally, it may be said that several speakers in the discussion declared their inflexible rule of never repeating a prescription containing cocaine, morphine, or any other habit-forming drug.

Lest the jail bars in the rear of this group may give rise to unfounded suspicions, we hasten to explain that the presence of these prominent members of the M. P. A. in this place was purely accidental. Reading from the left, the gentlemen are J. E. Peck, of Grand Rapids; A. H. Webber, of Cadillac; J. Major Lemen, of Shepard; and Retiring-president Hagans, of Monroe. The day was cloudy, and the photograph is unfortunately not a good one.

REGARDING BOARD EXAMINATIONS.

Another interesting discussion was stimulated by a paper from J. W. T. Knox, pleading for laboratory work in the examinations of the State Board of Pharmacy. Messrs. Parker, Schlotterbeck, Prescott, and Burke all expressed a strong belief in the necessity of the step, and A. H. Webber, a member of the Board of Pharmacy, announced that the board had been considering the proposition for some time and would probably be in position to inaugurate practical examinations some time within the next year. Mr. Mason pointed out that laboratory work is now included in the examinations of the boards of Connecticut, Massachusetts, Wisconsin, Minnesota, and Illinois, and that its importance is becoming more and more realized.

TWO VALUABLE PAPERS.

What practically amounted to an hour's extemporaneous lecture was delivered at the evening session of the first day by Dr. A. B. Prescott, Dean of the Department of Pharmacy of the University of Michigan. The subject was the poisonous effects of "wood" or methyl alcohol. The Doctor gave a general review of the subject, and then proceeded in a most interesting manner to demonstrate the application of a test devised by him for the detection of wood alcohol in mixtures. The test is printed elsewhere this month in our department of "Practical Pharmacy." Another valuable paper, on "Elixir of Glycerophosphates of Lime and Soda," was contributed by William C. Kirchgessner. This will also be found in the department of "Practical Pharmacy."

"A TALK ON DRUG-STORE ADVERTISING"

was given by Harry B. Mason. This consisted chiefly of a running comment on a number of specimens of successful advertising which had been devised by druggists all over the country. So far as the talk may be epitomized, the chief points touched upon were these: (1) In writing an advertisement, in getting up a booklet, in making a window display, or in appealing in any other way to the consumer, treat one subject only. Do not scatter the attention of the reader by discussing a number of things. Shotgun advertising is now happily out of date. (2) Do not hesitate to use good paper and press-work in circulars, booklets, and the like. There is nothing that will cause an advertisement to be thrown in the waste basket more quickly than wretched paper and poor printing. A cheap advertisement gives cheap results. (3) To succeed in advertising one must keep everlastingly at it. Faint heart ne'er won fair customers!

IS A RIGID CASH POLICY PRACTICABLE?

A paper by J. Major Lemen aroused considerable interest. Five years ago Mr. Lemen bought a drug store in a Michigan town and at once began conducting a cash business, despite the fact that his predecessor had established a record of giving credit to pretty nearly everybody. At first the change provoked strenuous criticism, particularly among the "dead-beats," but soon the tide turned; and the result was that within three or four years Mr. Lemen was able to buy two other small stores and extend

the cash system. Rising to discuss the paper, A. H. Webber said that he lived in a town where the laboring men were paid once a month, and where a cash business would be absolutely impracticable. A. L. Walker, doing business on one of Detroit's fashionable avenues, and dealing for the most part with wealthy people, asserted that such customers never pay cash and that it would be suicidal to establish a cash policy. Stanley E. Parkill pointed out, however, that while some druggists are of course so situated that credit has to be given, it is often possible to pursue a rigid cash policy; and that such a policy should be followed wherever the conditions are favorable. Closing the discussion, Mr. Lemen, the author of the paper, disagreed with his critics and insisted that one could succeed in establishing a cash policy whatever the conditions.

ADULTERATIONS.

As usual, a good deal of interest was created by the report of the Committee on Adulterations, presented by Chairman J. O. Schlotterbeck. Specimens had been purchased from ten Detroit pharmacists and examined. Ammonia water, which should contain 10 per cent of gas, was found with a content ranging from 6.3 to 11 per cent. Tincture of iodine, which should contain 7 per cent of iodine, ranged in content from 4.2 to 9.7 per cent. Of ten samples of precipitated sulphur, not one was pure; all contained from 51.3 to 58.5 of calcium sulphate, showing improper methods of manufacture. Of ten samples of balsam copaiba, six were pure, three were badly adulterated, and one was practically gurjun balsam. Extract of belladonna, which ought to contain 1½ per cent of alkaloids, ranged in content from 0 to 1.6 per cent. Extract of hyoscyamus, which is ordinarily expected to yield 0.25 of alkaloids, was found to contain from .15 to .41. Tincture of opium, directed by the U. S. P. to contain from 1.3 to 1.5 per cent of morphine, yielded percentages ranging from .16 to 1.11—not one specimen reaching the standard. Of seven specimens of podophyllin, only one was pure; while of forty specimens of phenacetine, collected in Detroit, three were found adulterated with acetanilid. Dr. Schlotterbeck declared that very little good would result from these findings if the druggists at whose stores the goods had been purchased were not informed of the conditions; and upon motion it was decided to give them this information.

A NEW PHARMACY LAW DISCUSSED.

One of the most important features of the meeting was the presentation of a revised form of pharmacy law at the hands of a special committee comprising Messrs. Mann, Parker, and Brown. For some years now the association has been desirous of having a new law placed upon the statute book of the State, and has once or twice had a measure introduced into the legislature only to have it fail of success. The draft presented at Battle Creek by Mr. Mann was pretty thoroughly discussed, and was subjected to more or less amendment; but in view of the fact that the legislature will not meet again for two years, the bill was referred to the incoming Committee on Legislation for further consideration. It will come up at next year's meeting for final action.

AN EDUCATIONAL REQUIREMENT DESIRED.

Since the matter is yet in abeyance, and since considerable change is likely to be made in the draft

Dr. G. J. Ward, of St. Clair, and Stanley E. Parkill, of Owosso, are seen having a confab on the street while waiting for the special car. Mr. Parkill's great forte is presiding at political conventions, and he has a readiness of wit and a smoothness of logic which abundantly equip him for the task. Standing in the rear of the picture is Arthur J. Lyon, of Coldwater, a new member of the M. P. A.

by this year's committee, it does not seem necessary to discuss the details of the measure at this time and in this place. Suffice it to say that Mr. Mann's committee, holding before it the New York pharmacy law as a model, drafted a bill containing the best features of both that law and the present Michigan statute. One of the strong features of the draft was a provision esablishing a grammar-school requirement. Several speakers, however, thought that a high-school diploma should be exacted instead, but after a good deal of discussion the question was left

open for decision next year. The importance of some educational standard was shown by the remark of Mr. Webber, a member of the Board of Pharmacy, who expressed the opinion that 90 per cent of all board candidates fail in their examinations by reason of a deficient preliminary education!

One of the features which the association has been inclined to stand out for in a law is a provision looking towards the appointment of an assistant secretary who shall not be a member of the board itself, and who shall be employed for the purpose of ferreting out and prosecuting violators of the act, giving his entire time to the work. So much opposition, however, has been manifested toward this proposition that Mr. Mann was rather inclined to believe that it should be abandoned. Several speakers disagreed with him, and on being put to a vote the decision was unanimous and unhesitating that the association should hold its ground in the matter.

THE CONDITION OF THE ASSOCIATION

was shown to be somewhat more satisfactory than had been the case for some years. From the report of Secretary Burke it appeared that the balance in the treasury was $175.00, as against $101.00 reported last year. Twenty-five members had been lost during the year from various causes, but twenty-six new members were secured at Battle Creek, which indicates that the association is certainly holding its own. The present membership is about 250. The report of Treasurer Huber showed that $563 had been spent during the year for association purposes.

W. H. BURKE,
Secretary.

OTHER FEATURES OF THE MEETING

are deserving of mention. Both President Hagans and the Executive Committee roundly condemned the use of trading-stamps or similar devices. The N. A. R. D. was again formally indorsed; the dues in the national body were ordered paid on the basis of that portion of the membership in the Michigan Association which had in turn paid its dues; and A. H. Webber, delegate, and J. Major Lemen, alternate, were chosen to represent the association at the Washington convention, $25.00 being appropriated to pay the traveling expenses of whichever appointee should be in attendance. The report of the delegates to the last N. A. R. D. convention was rendered by W. H. Burke, and that of the delegates to the Mackinac Island meeting of the American Pharmaceutical Association by W. C. Kirchgessner. The latter gentleman, moreover, presented a resolution in which it was declared that every pharmacist who held his calling in any esteem whatsoever owed it to himself and to his profession to join the membership of the A. Ph. A.

The Committee on Trade Interests, with A. L. Walker as chairman, spoke favorably of the movement of the clerks of the country for shorter hours; and expressed the opinion that the Miles plan would be more certain of success if it provided, not for full prices everywhere, but for varied prices in accordance with the different requirements of different localities. A resolution was passed in compliance with a recommendation of President Hagans requesting the Board of Pharmacy to send a copy of its annual report to every pharmacist in the State, and it was voted to ask the support in this step of the Auditor-General of the State—the man who is all potent in matters referring to expenditures on the part of State boards. The report of the Board of Pharmacy, presented by A. H. Webber, showed that there were 3300 registered pharmacists in the State, and that three convictions had so far resulted from the twenty-five complaints of illegalities which had been made during the year. In addition to the papers which have already been mentioned, an exceedingly well written and interesting contribution was read by M. Dodsworth on the subject of "The Limitations and Possibilities of the Retail Drug Business."

THE ENTERTAINMENT.

Perhaps a word ought to be said about the entertainment features of the meeting. The Michigan Association is business from the word "go;" it devotes only two days to each annual meeting; and very little time or attention is given to pleasure. Final adjournment was made about 1.30 P.M. on Wednesday, the second and last day of the meeting; and after luncheon a thoroughly enjoyable trolley ride was had about the city. The two famous sanitariums of Battle Creek were visited; the factory where "Postum Cereal" and "Grape Nuts" are made was inspected; and other points of interest were likewise reached. Mr. S. G. Erwin, the local secretary,

played the rôle of mine host most satisfactorily indeed, and was only disappointed that time was not given him to do more in the way of entertainment.

THE NEW OFFICERS

of the association are as follows: President, A. L. Walker; Vice-Presidents, J. O. Schlotterbeck, James E. Weeks, and H. C. Peckham; Secretary, W. H. Burke; Treasurer, J. Major Lemen; Executive Committee, Messrs. D. A. Hagans, G. J. Ward, W. A. Hall, J. D. Muir, and H. J. Brown.

NEXT YEAR'S MEETING

will be held at Grand Rapids on the first Tuesday following the second Monday of August. Mr. William C. Kirchgessner will serve as local secretary.

COMMERCIAL JABORANDI.

Much of the Drug of the Market Said to be Spurious—Worthless Varieties and Leaves of Other Plants Substituted—Differentiating Good and Bad.

By HENRY H. RUSBY, M.D.

Few, if any, other drugs have caused more trouble and annoyance to buyers during the last decade than has pilocarpus or jaborandi. Very much the larger portion of that sold in the New York market is spurious, from a practical, even more than from an official, standpoint. Most of the spurious articles are so distinct from the genuine that a very little experience should enable any one to distinguish them, but one or two varieties so closely resemble the genuine that even good judges may be deceived; and this is particularly true when, as is often the case, there is a mixture.

Those in a position to purchase large lots, upon an assay basis, have a great advantage, but even this method is not free from misleading features. Several different alkaloids exist, even in the valuable sorts. One of these is directly antagonistic in action to the others, and their relative proportions are variable; so that an instructive assay should involve the perfect separation of the different alkaloids—something not commonly expected in commercial analyses. An assay of the spurious sorts is even less conclusive, for the nature of their alkaloids is little understood. Most of them show the presence of some alkaloid, often a fairly large amount; but in some instances we know only that this is not pilocarpine. All things considered, this is a drug the handling of which calls especially for a good knowledge and familiarity with the crude article. If this is possessed and carefully acted upon, judgment is almost as certain and reliable as that based upon assay processes.

About

FIFTEEN SPECIES OF PILOCARPUS

are accepted by botanists. Their number is uncertain, because differences of opinion exist regarding the distinctiveness of several. Five of them are important articles in commerce and three others occur with less frequency. Two are in every respect worthy of confidence; the value of one is unknown, and the others are nearly or quite worthless. Of the latter, one is official in the U. S. P., having been admitted at a time when knowledge concerning it was scanty.

Besides the above-named jaborandis, which are members of the genus *Pilocarpus*, a number of totally distinct drugs, called "jaborandi" in their native countries, occasionally reach the market, still further complicating the situation. Finally, there is at least one leaf, not at all related to pilocarpus, either biologically or medicinally, which is used purely for purposes of sophistication.

In the present treatment of the subject, the best species will be first described, and, in connection with them, such others, and such other articles, as are likely to be mistaken for them will be considered.

THE GENERAL CHARACTERS PERTAINING TO ALL PILOCARPUS LEAVES

are as follows: They are unequally pinnate, that is, they terminate in a central leaflet. In a few species no lateral leaflets exist, the terminal one thus appearing like a simple leaf, except for its articulation, which reveals its true nature. In every bale some leaflets are found attached to their rachis; but most of them are detached, hence usually regarded by druggists as being simple leaves. The leaflets are naturally of two forms in those species whose leaves consist of more than one leaflet. The terminal leaflet, being axial to the leaf, is equilateral, or, in common parlance, "equal." Its midrib divides it into approximately equal and similar halves. The lateral leaflets do not share this character. The portion on the upper side of the midrib is shorter, and usually a

little narrower, than that upon the lower, and a straight line drawn so as to touch the base upon the two sides of the midrib, or one similarly drawn across the terminal end, is not at right angles to the midrib; the summit and base being thus, in common parlance, "unequal" or "oblique." The base of the leaflet may be rounded, acute or tapering; the summit is always emarginate or notched. The margin is entire, the surface smooth or hairy.

When held against a strong light, transparent dots are visible, usually to the naked eye, always by the aid of an ordinary pocket magnifying glass. The plants are tropical American shrubs, the different species pretty closely localized in range. The flowers are small, in long, slender, spike-like racemas,

Jaborandi leaves: A, Pernambuco; B, Maranham; C, Aracati; D, Rio; E, Ceara.

and are followed by lobed fruits consisting normally of 5 one-seeded follicles, reminding one a little of those of prickly ash. These fruits are occasionally found in the packages of leaves. It is said that pilocarpus should be collected after the close of the rainy season, and that a scarcity of rain results in a decrease in the amount of alkaloid.

THE BEST VARIETY AND ITS WORTHLESS SUBSTITUTE.

Pilocarpus microphyllus Stapf yields the Small-leaved Jaborandi, to be official in the forthcoming edition of the Pharmacopœia, and which is probably the best variety, containing nearly one per cent of pilocarpine, with comparatively little of the antagonistic alkaloid. It is called Maranham Jaborandi, because our first supplies were exported from that city. Unfortunately, this fact conveys but little knowledge of the region of its growth. In South America, exportation is determined by convenience of transportation route, and by natural lines of commerce, and the region of production may be very distant from the port of exit. Thus, ipecac is denominated "Para," or "Rio Janeiro," these two places being 14 days distant, by steamer, from one another, the ipecac being collected at the third point of an approximately equilateral triangle. Two river systems head there, and according to the convenience of the trader, he starts for one or the other of these two seaports, nearly 3000 miles distant, as he must travel, from him and from each other. As a matter of fact, we do not know just where Maranham Jaborandi is gathered.

This variety varies from ½ to 1½ inches long by half to two-thirds as broad. The lateral leaflets, of which there are two for each terminal one, are without petioles, unequally and somewhat angularly oval to obovate, acute at the base, somewhat thick and rigid, smooth and dull-green, the midrib stout, the veins rather coarsely reticulate, lightly prominent. The terminal leaflets are similar, except that they have a short margined petiole, a tapering base, are equally oval to obovate, and rather narrower than the lateral leaflets. The drug has little odor and an aromatic salty and bitterish taste.

THE SUBSTITUTE.

But one article resembling this drug occurs in commerce, namely, the leaflets of a species of *Swartzia,* of the family *Leguminosæ.* Its use is absolutely fraudulent, since it has no medicinal properties, and no domestic repute, and it is collected solely because it resembles the drug sufficiently to be readily mistaken for it. It bears a fairly close general resemblance to *P. microphyllus,* but, aside from other differences, can be at once recognized by the absence of the transparent dots. There are numerous other leaves and leaflets in the producing country of the small-leaved jaborandi which could be substituted with equal success, but so far as known to us, none combines the emarginate apex and the transparent dots.

ANOTHER GOOD VARIETY AND ITS ADULTERANTS.

P. Jaborandi Holmes yields the Pernambuco, Large- or Yellow-leaved jaborandi, which is nearly equal in quality with that described above. It is one of the two at present official varieties. As its name indicates, it is exported chiefly from Pernambuco.

The supply is very scanty and irregular, and it is very largely substituted and adulterated by other species. This leaf is the largest, thickest, heaviest and most rigid of all the jaborandis. It has a very short and stout petiole, is 2 to 5 inches long by one-third as broad, is oblong or oval, sometimes a very little narrower toward the summit, the base usually oblique, the margin somewhat revolute, the surface smooth, slightly shining, yellowish-green, scarcely ever folded or much wrinkled, the reticulate venation very prominent on both surfaces, especially underneath. Its odor and taste are like those of the former variety. Its powder is distinguished from those of all the other varieties by its yellowish-green color.

THE ADULTERANTS.

The common substitutes and adulterants of this variety are the Rio and Paraguay varieties. Opinions differ as to whether, as the writer believes, the Rio and Paraguay leaves represent two species. Both are supposed to be included in the name of *P. Selloanus* Engler, of our official definition, but, if they are distinct, that name should be restricted to the Paraguay variety, and the Rio should be called *P. pennatifolius* Lemaire. Of the two, the Rio more closely resembles the Pernambuco; indeed, it is the one form of pilocarpus adulteration which is sometimes very difficult of detection. The distinctions are rather relative than absolute. The Rio leaf is on the average narrower, and is inclined to be narrowed from the middle toward the base. Its green color is less disposed toward a yellowish tinge. It is less shining, less thick and rigid, the venation less prominent, and the secondaries far less numerous. It contains very little alkaloid, probably on the average not more than 0.2 per cent. It is probably the most largely collected and sold of all the jaborandis. The Paraguay leaf is very similar, but is still duller, a sort of grayish-green, thinner, less veiny, narrower, and especially inclined toward the oblanceolate form.

In short, the differences between the Rio and Pernambuco varieties are all exaggerated in case of the Paraguay. It is still poorer than the Rio, having usually but a very little, often only a trace, of alkaloid. Both these leaves are nearly as long as the Pernambuco, but a given number, of average size, would doubtless weigh less than half as much. It is said that the Pernambuco leaf is also adulterated with Maté or Paraguay tea. Such an adulterant could deceive only the most careless, as the summit is not emarginate, the leaf not pellucid-dotted, and the margin is somewhat toothed.

THE MOST ABUNDANT VARIETY, BUT A "WORSE THAN USELESS" ONE.

Next in importance, from a commercial standpoint, though worse than useless medicinally, because its alkaloid has not the characteristic properties of Pilocarpus, is the leaf of *P. trachylophus* Holmes, yielding the Ceara, Black or Velvety jaborandi. This is marketed on a rather extensive scale, and is at the time of writing probably the most abundant jaborandi of the market. Although it is very easily recognized, yet it is bought readily as genuine pilocarpus by most purchasers. The mass exhibits, at first sight, a very dark, smudgy, blackish-green appearance. On closer inspection, many leaves are seen to be folded or doubled in an irregular longitudinal direction. Usually, only about an eighth or a quarter of an inch of the margin is thus turned, but occasionally the fold occurs nearly at the midrib. When flattened out, it is seen to be almost regularly oblong or oval, about half as long as the Pernambuco variety, and relatively broader. Its lower surface is densely velvety hairy.

Another variety, also velvety on the lower surface, is occasionally seen mixed in very small number with the Pernambuco or Rio varieties of leaf. It resembles these in general appearance, though usually smaller, but the hairy surface is bright, silky, and yellowish. Its botanical relations are not known.

OTHER POOR VARIETIES.

The two varieties which remain to be considered belong to the unifoliolate, or so-called "simple-leaved" division. The one that is rather common in the market, produced by *P. spicatus* St. Hil., is known as Aracati Jaborandi. It might with propriety be called *brown* or *stemmy* jaborandi, for the mass is of a dirty, rather dark-brown color, and presents a coarsely stemmy appearance, owing to the presence in it of the stout petioles and some short, stout twigs. The leaflets are mostly 2 or 3 inches in length by about a third as broad, oval to obovate, the base varying from rounded to acutish, the principal veins only moderately numerous, but quite prominent. The leaf is thick, rigid and brittle, and is very commonly folded irregularly. Its odor is pronounced and not very agreeable. Its taste is peculiar, having an acidity somewhat resembling pellitory root, and by this character alone it can be readily recognized.

West Indian Jaborandi is the product of *P. racemosa* Vahl. It is said to occasionally reach the market, but has never been seen by the writer. It is claimed that this variety contains a large amount of alkaloid, but there is no reason to believe that it is the same as that of *P. microphyllus* or *P. Jaborandi*.

"The Economical Pharmacy" of St. Louis, owned by the Judge & Dolph Drug Co. For a description of the pharmacy and the business methods of the firm see the article on the opposite page.

A PROMINENT ST. LOUIS PHARMACY.

The Judge & Dolph Drug Co.—A Large and Successful Establishment—Three Floors and a Basement Required—The Store and the Business Described.

On the opposite page will be found a representation of one of the leading pharmacies of the country—that of the Judge & Dolph Drug Co. of St. Louis. The amount of business done here has given the store a national reputation, while the decorations and appointments of the interior would be hard to find surpassed in any city.

CHAS. R. JUDGE,
President of the Judge & Dolph Drug Co., of St. Louis.

A BIT OF HISTORY.

Before giving a description of the pharmacy, or indicating the nature of the business, however, it might not be amiss to glance briefly at the rise and rapid growth of Messrs. Judge & Dolph. Beginning business in 1885, on the corner of Fourth and Market Streets, opposite the Court House, a run-down store soon became one of the best patronized in the city; and in 1890 the business had so increased that the incorporation of the "Judge & Dolph Drug Co." was found to be a necessary and desirable step. Five years later, in '95, the company started a new store on the corner of Seventh and Locust Streets. Here they did a very large business for five years, meanwhile advertising extensively through the public press, and by means of bulletin boards and other methods. Finding it necessary to vacate this store in 1901, and securing temporary quarters for a time on the opposite side of Locust Street, the company at once began the erection of a modern six-story building. This was finished during the March of 1902; and the beautiful pharmacy fitted out on the first floor is the one shown on the opposite page.

CLIFFORD M. DOLPH,
Secretary of the Company.

THE PHARMACY DESCRIBED.

The illustration unfortunately does not do entire justice to the interior, and the reader will find it necessary to draw on his imagination in order to make more real the description which follows. The chief architectural feature of the store is the vaulted ceiling. Decorated arches divide this into fields, and each field terminates on either side in exquisitely designed lunettes. Altogether this ceiling is the most ornate piece of plaster and staff work to be seen in St. Louis, and is faultless in design. The effect is enhanced in the evening by means of 300 electric bulbs, set in the arches and concealed elsewhere among the decorated designs. Walking into the store in the evening, and glancing up at the ceiling, one is impressed with its chaste beauty.

ARTHUR J. DAVENPORT,
Buyer and Manager.

The fixtures of the store are of curly birch. The show cases are handsome in design, and are lighted with electric bulbs concealed in the moldings. The soda fountain is a very elaborate and expensive affair, and is made to fit into a special extension of the ceiling in a manner which is not clearly indicated in the illustration. The effect is in reality such that the fountain becomes an integral part of the general architectural design of the room. Below the fountain, on the same side of the store, are the departments devoted to the sale of toilet goods, perfumery, and photographic materials.

THE SEVERAL DEPARTMENTS.

Turning now to the right side of the store, we see first a portion of a large wall-case containing sponges, chamois skins, soaps and the like—evidently a general display case. Immediately beyond is the cigar counter; further on is the cashier's desk; and then comes the portion of the store fitted up for the sale of pharmaceuticals and patent medicines. In the rear center of the room are cases devoted to the display of druggists' sundries. The prescription department occupies the rear end of the store, and utilizes the services of from five to six clerks. A mezzanine

floor is constructed in this part of the store, and is divided into two rooms; these are used for the sale of rubber goods, trusses, etc., one being for men, and the other for women. A number of additional women clerks are employed in the several departments of the store having to do with rubber goods, sick-room supplies, and perfumery.

THE OTHER FLOORS.

In addition to this salesroom, the Judge & Dolph Co. use the basement and two other floors of the building—the third and fourth floors. In the large basement are the boilers for heating the building, the elevator machinery, the motors and machines for making soda water and ice cream, an immense refrigerator, and extensive shelving and work tables. Then too, such goods are stored here as certain pharmaceuticals, heavy chemicals, and mineral waters. The third floor is entirely devoted to the offices of the firm; and it may be incidentally stated that the office force is much larger than would be expected by virtue of the fact that the company does a large business in the manufacture and sale of several successful specialties.

On the fourth floor an excellent arrangement obtains in the receipt and disposition of stock. A stock keeper and an assistant are kept here to receive, check, and mark all goods coming into the house; and they are expected also to keep a record of the large excess of stock which the firm carries. Such goods as patent medicines, perfumery and sundries are stored on this floor. It should be mentioned that the firm still conducts the original store on the corner of Fourth and Market Streets; and in connection with this a general laboratory is maintained.

MR. JUDGE GIVES THE RULES OF SUCCESS.

As might readily be surmised, the Judge & Dolph Drug Co. cater to the finest trade of the city, and their stock is selected accordingly. Mr. Davenport, the buyer and manager of the store, has been with the house for seven or eight years, and he is known to traveling salesmen as a genial gentleman no less than a shrewd purchasing agent. Asked recently why the firm had achieved such a remarkable success Mr. Judge, the President of the company, made the following statement:

"Our business has developed by virtue of the employment of ample capital, which in turn has been invested in carefully selected stock; the most rigid enforcement in our prescription department of rules prohibiting substitution; the careful checking and examination of all prescriptions dispensed; the preference given to Parke, Davis & Co.'s pharmaceuticals; the establishment of as low prices as are consistent with quality and service; and the vigorous prosecution of extensive and judicious advertising."

AROUND THE CAMP-FIRE.

Turpentine as a Cool and Refreshing Summer Beverage!—Two Suicide Cases—Gin Versus "Vinum Antimonii"—The Blistering Solution that Worked Both Ways.

The first three anecdotes in this month's camp-fire installment are contributed by M. A. Rex, of Paola, Kansas:

After subscribing two years to your esteemed publication, I must say that it is the most welcome of any of the five drug journals that I receive. Although rather young in the drug business, I desire to submit some personal experiences to the readers of "Around the Camp Fire."

HE STOLE THE MINERAL WATER!

Before entering the drug business I was employed for about two years in the grocery room of one of our local department stores, and my first anecdote relates to that time. The proprietor, an estimable and intelligent business man, always drank mineral water in summer time in preference to the ice-cold hydrant water we kept in the store. We had an ice-box in the grocery room to keep butter and lard in during the hot weather, and every morning when the ice man came and renewed our supply we had to lay a quart bottle of mineral water on top to cool. Occasionally we took the bottle out and left it lying around, forgetting to replace it, but that nearly always caused a roar from the "boss."

The head-clerk was an excellent card printer and sign writer and painted a great many attractive cards for the store. One morning he had mixed some paint and left a quart bottle about half full of turpentine lying on a counter near the ice box. About 10 o'clock I began to get thirsty and wanted a drink, but customers were so numerous that I could not spare the time to go to the shoe room for water. Some one wanted a package of sapolio, and that

necessitated my passing the ice box. In passing I noticed the quart bottle of turpentine, and supposing the mineral drink had been left out of the ice box, I pulled out the cork, turned up the bottle, and took two large swallows of the proprietor's mineral water(?). Imagine the results!

After drinking about a pint of ice water to put out the fire within, I hustled to the corner drug store, related the circumstance, and asked what had best be done. The proprietor told me to eat a raw egg and everything would be all right, so I returned to the grocery and actually swallowed four raw eggs, one right after another. The next morning I fancied that my bladder and kidneys were all tied up in a knot. That was the last time I even sampled the "boss's" mineral water!

A CASE OF STRYCHNINE POISONING.

One autumn evening about a year after I had begun work in the drug store [continues Mr. Rex], our "store doctor" and the proprietor were talking together, when a white man entered leading a negro by the arm. The colored man was staggering somewhat and holding his hands over his stomach; his face was drawn, and he appeared to be suffering from colic. The white man asked the doctor to examine the negro, remarking that he was in considerable pain and wanted something done immediately. Doctor B. was an old Kentuckian, and thought more of a good "hoss" than any "nigger" that ever breathed. He proceeded to ask what had been eaten and questioned the negro to find out what was the matter. He had eaten nothing, he said, that was likely to make him sick, but a white man from his neighborhood had taken him behind a livery barn and given him a drink of whiskey which tasted bitter and which he believed contained poison.

The doctor knew from previous experience that negroes are afraid of being poisoned, and he had treated many who imagined they were going to die immediately; so he leisurely told the "boss" to fix a dose of ginger and paregoric. The negro had been nervously lounging on a show case, and at this moment straightened up, reeled backwards, struck a show case on the opposite side of the room, and fell to the floor. "Doc" now saw that something was wrong. He called on the proprietor for some lukewarm water and asked me for some powdered ipecac. About two drachms of the powder was put into a tumbler and stirred with about a gill of water, and this the negro drank eagerly. The doctor told him to gag himself with his finger, but he could not do so on account of muscular spasms.

The case was now getting serious and we began making more of the mixture and increasing the ipecac, until we had administered four or five ounces and about a quart of water. We carried the negro into the back room, placed him in an easy chair, and continued trying to have him put his finger in his throat, but his jaws closed on his own fingers like

A PROMINENT PHARMACY IN NORTHERN NEW YORK.—This shows a view of the successful store of the Hyde Drug Company, of Malone, N. Y. The Company has one of the finest stores in upper New York State, and enjoys a large business.

a cur snapping at an intruder. After another 10 or 15 minutes of anxious waiting, and with no signs of emesis apparent, the doctor went upstairs to his office and returned with a vial of a dark-green liquid of which he gave the patient two hypodermic injections. The liquid was a solution of apomorphine, and in about two minutes that negro threw up a gallon of ipecac, water, whisky, strychnine, supper, dinner, breakfast, and a few other things.

Next we gave him large doses of chloral and potassium bromide, and we were not a bit particular about the amount. After an hour he was taken to the doctor's office, where he remained till morning, and then was carried to the depot to get on a train for home.

That was the last seen of him. Neither the doctor or my "boss" received a penny of remuneration, but the negro did not profit by the experience, as he died the next summer of typhus. Although not wishing to see the doctor or druggist lose their just dues, I was glad the case happened, for it undoubtedly taught me what to do in the event of strychnine poisoning.

HIS FIRST POISON SALE.

After the necessary experience, and one winter of study and preparation [Mr. Rex continues], I went before the State board at Fort Scott, Kas., and was gratified to pass the examination with a general average of 86.6 per cent. One evening a week or so after that, when the proprietor had gone home for the night and left me to close up, a boy friend of mine came in and asked for 10 cents worth of carbolic acid.

He was an old schoolmate and a boy I had known when both of us wore knee breeches. Although growing up in the same town, however, we had never been intimate owing to the fact that he usually preferred the company of bad boys at school and associated with a sort of "Dirty Dozen" crowd of toughs around town. As he was living at home most of the time, I thought nothing strange of his purchase. Accordingly I filled and labeled an ounce vial, wrapped it up, produced the poison register, filled out the statement, and proudly signed my own name as dispenser, then turning the book to him for his signature. He read the entry carefully, wrote his name in the proper place, and asked why the record was made. After explaining the law and cautioning him about the use of the acid (he had said he wanted it to use as a sanative wash), I remarked that suicide by carbolic acid was quite prevalent. At that he laughed and said he wouldn't want to do anything like that with the stuff.

All that I have related happened on Friday even-

A MICHIGAN PHARMACY.—This shows the store of E. E. Miller, of Traverse City, Mich. It is rather an interesting fact that the only side line handled by Mr. Miller is baskets, rugs, and the like, made by the Indians of his vicinity. Mr. Miller has spent a good deal of his time among these Indians, speaks their language perfectly, and is naturally most acceptable to them as their trade agent. Mr. Bert Miller, the son of the proprietor, gives us the incidental information that there is no such thing as cut rates in Traverse City. No physicians dispense their own medicines; neither do druggists counter prescribe. Harmony reigns supreme!

ing, and on the following Sunday morning I went to Kansas City and did not return until Monday evening. Tuesday morning, upon opening the store, I noticed a funeral notice lying on the cigar case, and on casually picking it up was horrified to see the name of my old schoolmate adorning the top of the page! It seems that he had become despondent and on Saturday night had gone to a vacant building and drank the whole ounce of carbolic acid. Thus the first poison sale I made in my own name as a registered pharmacist resulted in a suicide!

"A LITTLE LEARNING."

Two or three of the cleverest tales in the camp-fire series have been contributed by Geo. A. Cutler, M.D., proprietor of the Fairmount Pharmacy in San Francisco; and now Dr. Cutler has drawn again upon his wealth of interesting reminiscences:

The camp-fire stories have undoubtedly interested thousands of druggists, all of whom could presumably relate equally pleasing episodes of "auld lang syne." Like the writer, they may have become infected with the spirit of "story telling" but fear *their* yarn may lack sufficient interest. However, I feel I am considerably indebted for pleasures derived in reading the yarns of others, which is my excuse for the following contribution:

My apprenticeship was commenced back in the '60's in New Hampshire, on the shores of Lake Winnepesaukee. In those days a boy was expected to teach himself the business, as I found out after a very short time. I certainly found no one who took any particular interest in teaching me, nor even suggested a method for starting. The imposing array of Latin-labeled bottles seemed to me the hardest proposition I had ever struck. My first tussle with a Latin name and its English came one day when an old farmer walked in and called for a pint of gin. I was told to fill his bottle, and "the fourth bottle from the end" was designated as the container.

This bottle was labeled "Vini Antimonii," and calling my employer's attention to this he replied, "That's it." Mentally I resolved to always remember that hereafter whenever I saw anything labeled "Vini Antimonii" it was *gin*. Thus did I learn my first drug store fact, and that fact remains as fresh in my memory as does the sequel to this "little knowledge" which came so near proving "a dangerous thing."

Over the store there had formerly lived a doctor who died some months previous to my advent. He

A MISSOURI PHARMACY.—Clark & Price, of Neosho, Mo., have one of the best retail businesses in the State. The main salesroom is shown in the accompanying illustration, but behind this is a prescription and laboratory department covering a space about 25 feet square. It will be gathered from the engraving that a large soda business is done; and among other profitable side lines handled are paint, wall-paper, glass, books, stationery, school supplies, gifts, kodaks and photographic material generally. Advertising is thoroughly believed in, and announcements are regularly made in the weekly and daily papers, in addition to which circular letters are mailed at regular intervals to the head of every family in town. Moreover, every patron of the six rural free delivery routes centering in Neosho is reached by these circular letters, and an opportunity is thus grasped which the rapid extension of rural routes has made possible.

had left a lot of unclaimed paraphernalia, and among them such bottles as a country doctor's office was usually littered with. One day my employer told me to get Joe (the hired man) and clear up the office and throw the bottles, their contents and all into the river. Taking a large basket, we went at it, Joe continually plying me with questions concerning the nature of this remedy and the English of that. As I had now been two or three whole months "in the business," I of course felt fully competent to give Joe a whole lot of valuable information. When I was through imparting knowledge I am sure Joe knew as much as I did about materia medica and therapeutics—possibly a bit more, I had reason to think later.

On the last trip to the river Joe's eyes rested on a finely-labeled shelf bottle, nearly half full, which he eagerly grasped from the basket, saying, "What's that?" Could I believe it? Here was an instance where I was *sure* of my fact, for the bottle was labelled "Vini Antimonii."

"Gin, Joe—gin," I replied; and knowing of a certain fondness of Joe's, I said: "Take a drink; the boss won't care. Too bad to throw away a lot of good stuff like that."

Joe removed the stopper, raised the bottle to his lips, smelled of the stuff, held it up to the light and said: "Say, ain't that pretty dark color for gin?"

"Oh, well, you know all liquors turn darker as they grow older. I know that is gin, for that is just the same name that appears on our gin bottle in the store. Go ahead, Joe; if you want a drink I know it's all right."

Joe looked at the bottle, looked at me, and reluctantly replacing the stopper, said: "Wal, guess I won't take no chances," and threw the bottle far out into the river.

Just previous to this I had commenced to learn the drug business by reading the Dispensatory, beginning with the first shelf bottles, which were arranged alphabetically, and memorizing the Latin name, and the use and the dose of the substance. It was some weeks after the above occurrence before I reached the V's in the Dispensatory and ascertained just how well Joe had profited from his first lesson in pharmacy!

Ever since then, whenever I have assumed the duties of clerk in an unfamiliar store, my first question has been: "Have you any incorrectly labeled bottles on these shelves?" And as proprietor I have never allowed the practice even for a temporary purpose, realizing from my one experience how dangerous it is.

HE WANTED TO DIE.

A subscriber from far-off Queensland tells how he thwarted the attempt of a physician to kill himself:

I once had a warm five minutes with a cranky doctor. Our usual doctor took it into his head to get married and swapped practices with another doctor about fifty miles away for a month. The newcomer had a reputation for some original notions. For instance, he had been before the police court for shooting a lockup keeper. Hence I was a little afraid of him. He came into the shop one day and asked for half an ounce of diluted hydrocyanic acid. When asked what label should be put on it he said he wished to drink it. It was then pointed out to him that it was an unusually large and probably poisonous dose. He said that was his business. He was then asked if he was accustomed to such doses, or if he had ever taken so large a dose. That was also his business. I then managed to furtively put some water into an empty one ounce acid hydrocyanic bottle, and with great care I measured this out before him. He drank it off and sat down and explained that he wished to die. He bade me good bye and nearly persuaded himself that his heart was bucking its hair off, but he couldn't die worth a cent and very soon his ought-to-have-been-dying convulsions gave way to a quite uncalled for indignation.

THE WISE VETERINARY.

Somewhere about 1879 [continues the Queensland subscriber] the boss horse of the boss butcher was seized with lockjaw as a result of being overridden. The butcher's veterinary consulted the chemist, who consulted "Stonehenge," who suggested chloroform and blistering the spine. The horse was thrown and chloroformed, and the vet. rubbed in about four ounces of blistering fluid. Of course he preferred posturing and laying down the law to washing his hands and rather snubbed the writer when he suggested that the fluid might blister his hands. Next morning the horse was gone—had jumped a stockyard fence, drunk a half cask of water and vamoosed into the bush, where he was afterwards found all right. But the man that had rubbed the blister in had lovely hands—blisters between all his fingers and on the back of his hands, which he modestly and carefully nursed for a week or so afterwards because he would not listen to advice.

A DISINFECTANT WINDOW.

This display was arranged by Mr. C. G. Burroughs, window trimmer for C. E. Abraham, of Kansas City, Kan. It forcibly illustrates the fact that the druggist may readily advertise the really pharmaceutical portion of his business, and not be limited, as so many pharmacists are, to side lines and toilet articles. As disinfectant and germicidal solutions are now very generally used by the public, particularly at certain times of the year, an excellent opportunity is afforded the wide-awake druggist to appeal to this class of trade by means of his window. In the accompanying trim "Kreso," the new coal-tar disinfectant and germicide, is the subject of display; and the white card in the center of the window bears the following legend:

> Was ever man with sense so dead
> Who ever to himself hath said
> There is no good in Kreso!

It appears evident from the illustration that Mr. Abraham's window is admirably adapted to display purposes. That the most has been made of it need scarcely be said.

A PARISIAN PHARMACY.

Described by an Englishman Who has Wandered About the World Somewhat—Continental Peculiarities which Appeal with Interest to an American.

By ERNEST H. MARTLEW,
London, England.

As I do not remember to have seen in the BULLETIN a description of French pharmacy life as compared with English or American, perhaps a description would not be uninteresting of a high-class prescription shop in the heart of the fashionable quarter of Paris midway between the Arc de Triomphe, the Champs Elysées, and the Eiffel Tower. Here it was that I spent some time after passing my qualifying examination in England.

THE PHARMACY ITSELF

is roomy, well lighted by half a dozen windows, and situated on a corner; the floor is of marble, and the ceiling is decorated. On entering the main door one is struck by the plainness, bareness, and simplicity of the interior arrangements. There are no glass show-cases on the counters; a railing of unpolished oak runs about breast high around the pharmacy on the front of the counters, which are arranged like laboratory benches; and behind stand the clerks, or "élèves," as they are termed in France. Each man has his own set of accurate balances (in a little glass box), his own gas stove, copper and porcelain casseroles for heating water, melting fats, etc., and a complete set of little dispensing conveniences such as mortars, funnels for straining and filtering everything, labels, capping papers, etc.

To the right is the "boss's" desk. He is said to have paid more than $12,000 for the drug store, but you would not think he was worth that much to look at him. He did not groom himself often, or consult his tailor as frequently as a self-respecting Britisher would. In the center stood an oak table built and carved to harmonize with the rest of the place, and on it was arranged a number of British "patents," and such popular American remedies as cuticura soap, Packer's, William's, and Colgate's soaps, Ayer's pectoral, Gayetty's paper, of which he seemed to sell no end, and of course listerine, which always has been the very first inquiry of the American on entering a Continental pharmacy.

The sterilizing of hypodermic solutions and of aseptic gauzes for dressings was being tried during my time, in the summer of '93; and while there I also handled and dispensed many new chemical products which were unheard of several years afterwards in England—but then one musn't look to English chemists for the latest developments of scientific research. When I revisited this Parisian pharmacy last fall I found that the room at the back which used to be the sleeping place of the night clerk had been converted into a biological laboratory, and made also to serve for urinalytical work. It was provided with a two hundred dollar autoclave for sterilizing things to order, and was under the management of Monsieur Henri Manson, who is an ex-pupil of the Pasteur Institute.

THE PERSONNEL OF THE ESTABLISHMENT,

which I think worth while describing fully from its being such a typical Continental pharmacy, consisted first of the "boss," who bowed the people in and out and took the money; then came the senior assistant who had been there for some years. He was a nice tempered old man, full of amusing jokes, and did most of the night duty. As his home was on the other side of the Seine, and he never by any chance left work till 10:30 P.M. Sundays or week days, he only knew his home with the lamp turned low, and his wife and children fast asleep. Every afternoon while the "boss" was at his lunch, the old man used to make most delightful coffee, and we all were wont to slip one at a time into the back office, drink the coffee out of ointment pots, smoke villainous tobacco, and so console ourselves for the long hours. The next man was an amiable fool, who did nothing in particular but make "limonade purgative," pretend he was reading up for his examination (which he hasn't passed yet), and go down to the Sorbonne, a congeries of colleges in the Latin Quarter, where the schools of medicine, pharmacy, law, and art are situated. The gentleman in question was a bachelor of arts and letters, but how he got his degree no one ever knew; he didn't know himself.

We got most of our drugs from the Pharmacie Centrale de France, and very beautifully are their chemicals and galenicals prepared. The magnesia was sent in cubes, chloral hydrate and morphine sulphate in little dice; the oxides of antimony and bismuth came in little cones that made them look good enough to eat; the silvering of the pills, and the finish on the hard and soft capsules and perles, of

which we used quite a number, I have never seen surpassed by any house in Europe or America. In curious contrast to all this advancement, and the fact that we used almost every alkaloid ever extracted, was the number of ancient formulæ still employed, some of the distilled spirits (which were really very good) being made from not less than a dozen ingredients, and many of the old-fashioned balsams containing as many different things as the famous Warburg's tincture. Besides that we had a dozen sorts of fruit syrups, rum, brandy, and two or three kinds of liqueurs.

ONE MAN'S DOWNFALL.

The latter, by the way, were the downfall of one unlucky laboratory man while I was there. He got loaded up on these things, had half a day off, drew his month's pay, was found insensible in the gutter with all his money, watch, etc., stolen from him; and this so upset him that he drank a quantity of laudanum de Sydenham, which is a strong cordial made from opium, saffron, and other things. I shall never forget finding him dying, his face and hands turning blue, and his mouth and chest all over yellow from the saffron. His room being next to mine, I heard him groaning, and I got the concierge to help me get him in a cab; he died on the way to the hospital.

A company of oxygen makers used to keep us provided with a large steel cylinder of the gas in compressed form, and frequent demands were made on us to fill India-rubber balloons holding five and ten litres, covered with silk, and fitted with ivory mouth pieces. Whenever messengers came frequently to have these bags refilled we knew the patient was on his last legs, and that we should very soon have to send in the bill to the family lawyer. I have only heard of one case where oxygen saved a life; that was in the asphyxiation of some workmen employed in an old wine cellar full of carbon dioxide.

SERVING THE NOBILITY.

In conclusion, around this pharmacy, like most others in France, there were about forty large glass jars filled with different dried herbs, most of which are unused in this country; but if you have a feverish cold nothing will pull you round so quickly as a "tisane" (or infusion) made by an old French countrywoman, with a pinch of this, and a pinch of that, and the sort of nursing in which they excel. Things are pretty high-toned in this part of Paris, let me say. We had among our patrons a lot of the old French nobility, who are still as exclusive and as much worshiped as they were in the days of the Empire, besides which we dispensed for the representatives of half the thrones of Europe as well as for those of the United States and other countries, though most of these persons shared their patronage between two or three pharmacies. The experience is one I would not willingly have missed.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 383 of the September* BULLETIN.)

Why is not all of the chlorine in chlorinated lime available? Part of it is combined as calcium chloride, which is a stable compound and not decomposed by dilute or weak acids as is calcium hypochlorite.

Why is prepared chalk recognized when the purer calcium carbonate is official? Prepared chalk is less crystalline, smoother, softer, more adhesive, and better for internal administration.

Why, in testing ferric citrate for citric acid, is the filtrate heated with calcium chloride in order to obtain a precipitate, when heat usually tends to dissolve compounds? Calcium citrate is formed, and, like many calcium salts, it is less soluble in hot water than in cold.

Why does the U. S. P. direct the use of iron wire in making ferric chloride? Because it is comparatively pure iron.

Why is hydrochloric acid added at three different stages in making ferric chloride? The first portion used makes ferrous chloride. The second portion is used in changing the ferr*ous* to the ferr*ic* salt, since ferric chloride contains a larger proportion of hydrochloric acid than ferrous. The third portion is added to prevent the formation of basic ferric chlor-

ide, which is formed when there is not considerable excess of free acid present.

Why does the U. S. P. method of estimating chloride of iron not always show all of the iron present? The official method estimates only the iron in the ferric condition. Ferrous iron does not liberate iodine from potassium iodide.

Why is excess of citric acid to be avoided in making scale citrate of iron? Acid keeps the salt tough and sticky so that it adheres to the glass on which it is spread and does not scale.

Why is ferric citrate preferred to citrate of iron and ammonia in making pills? It is not as hygroscopic and the pills retain their form better.

Why does the U. S. P. not give a chemical formula for citrate of iron? Because the water of hydration varies, although a formula might be given with limits, since the Pharmacopœia requires the salt to contain a nearly definite amount of iron.

Why are some samples of iron and ammonium citrate more hygroscopic than others? The larger the amount of ammonium salt present the more hygroscopic it is.

Why should care be used not to get in an excess of ammonia in making soluble citrate of iron and quinine? Ammonia precipitates the quinine, but not the iron, in the presence of ammonium citrate.

Why is ammonia used in estimating the quinine in citrate of iron and quinine? Ammonia liberates the quinine as the free alkaloid, in which condition it is soluble in chloroform.

Why should citrate of iron and strychnine not be prescribed in solution? According to Squibb a decomposition takes place in a few hours and strychnine is precipitated, rendering the mixture dangerous.

Why does the U. S. P. direct sodium phosphate *uneffloresced* in making soluble phosphate of iron? If the effloresced salt is taken an excess is used, and this will tend to make the scales white and opaque.

Why must the soluble phosphate and the soluble pyrophosphate of iron be well protected from the light? Light renders them darker and less soluble.

Why do some persons think that soluble phosphate of iron and soluble pyrophosphate of iron are chemical compounds? Because, if they are mere mixtures, any salts that would be present would not give the green color; the color is therefore due to a new compound.

Why is sodium bicarbonate used instead of sodium carbonate in making saccharated ferrous carbonate? The carbon dioxide which is liberated protects the ferrous salt from oxidation to some extent.

Why is sodium bicarbonate dissolved in water "not exceeding 50° C." in making saccharated carbonate of iron? A higher temperature decomposes the bicarbonate, driving off the carbon dioxide, which is wanted to protect the ferrous salt.

Why is ferric-ammonium sulphate used by the N. F. in making ferric hypophosphite, instead of one of the more common iron salts? It is more nearly neutral and consequently will give a larger yield. Moreover, in an acid solution ferric hypophosphite changes to ferrous phosphate.

Why is sugar of milk added to the solution of ferrous iodide before evaporating in making saccharated iodide of iron? To prevent oxidation and the liberation of iodine.

Why is a heated mortar used in powdering the residue of iodide of iron and milk sugar? The residue is hygroscopic and the heated mortar tends to prevent the absorption of moisture.

Why is ferric-ammonium sulphate used in estimating saccharated iodide of iron? It is used as an indicator and is nearly neutral; most other ferric salts are strongly acid.

Why is potassium sulphocyanate used in estimating saccharated iodide of iron? It is used to titrate back the excess of silver nitrate, and as soon as the excess is precipitated it gives a red color with the ferric salt.

Why should solution of ferric sulphate and ammonia be cold and well diluted before mixing, in making ferric hydroxide? To prevent the formation of a basic hydrate. Several oxyhydrates may be formed, and the more basic the hydrate, the less soluble it is in acids.

Why is ammonium hydroxide preferable to sodium hydroxide in making ferric hydroxide? Ammonium sulphate and the excess of ammonium hydroxide are more easily washed out than the corresponding sodium compounds.

Why is ferric hydroxide washed by decantation? It is bulky and gelatinous, not readily washed on the filter, and is more liable to become partially dry and to be changed to oxide.

Why does ferrous sulphate frequently contain a little sulphuric acid? It is not so readily oxidized when acid is present.

Why does the official method of estimating ferrous sulphate not always estimate all of the iron present? Ferrous sulphate generally contains some ferric iron, and in the ferric condition iron does not reduce potassium permanganate.

Why, in making dried sulphate of iron, is ferrous sulphate allowed to effloresce at a temperature of

40° C. previous to heating on a water-bath? If heated at once on the water-bath the salt would dissolve in its water of crystallization; it would be much harder to drive off the water, and the residue would be more gritty and granular.

Why is not all the water removed in making dried sulphate of iron? The high heat necessary to remove all the water would probably cause more or less decomposition of the salt.

Why is reduced iron sometimes called "iron by hydrogen?" In making it hydrogen is passed over red hot ferric oxide and combines with the oxygen, leaving metallic iron.

Why is the current of hydrogen passed over the iron even after it is all reduced? To prevent air coming in contact with the iron while it is hot, in which condition it would absorb oxygen.

Why is purified cotton more absorbent than ordinary cotton? Ordinary cotton has oil and fatty matter in it which prevents the absorption of water. In purified cotton these substances are removed.

Why is manganese dioxide sometimes mixed with mercuric sulphate and sodium chloride in making corrosive sublimate? To prevent the formation of mercurous chloride.

(To be continued.)

A CORN-CURE DISPLAY.

Here is a window trim which is very pertinent to the season. Of course *corns* are always in season, but *corn* is not; and corn-stalks furnish the basis of the display under consideration. The trim was made in the window of McFarland's drug store in Henderson, Ky., and was arranged by W. H. Watson.

The cabin which is seen to occupy a prominent position in the display was made of corn-stalks. The roof was formed of grains of corn glued to cardboard; and the stovepipe was a discarded corn-plaster box. The fence in the rear was built of corn-stalks and fastened together with pins. The four trees shown in the view were the tassels from the corn, and the sign which is seen upon the tree at the left bears this legend: *"No Hunting Allowed unless you are Hunting for McFarland's Corn Plaster."* In the front of the window the words, *"Sure Corn Cure,"* were formed of pop-corn—that is to say, the word at either end was, while the word in the center, *"Corn,"* was devised of grains of unpopped corn. The figures in the window were cut from advertising matter, while the background and the cloud effects were produced by means of tinted chalk and water. These effects, however, are not very well shown in the illustration.

Of course the central idea of the display was to have every possible change rung on the word "corn." The house and grounds were made of various portions of corn; and every effort was made to make the word stick in the mind of the observer.

AN ANTI-NARCOTIC LAW.*

Intended for General Adoption in the Several States—Drafted at the Request of the American Pharmaceutical Association—Provisionally Approved at Mackinac Island—To be Finally Amended and Acted upon Next Year—A Subject of Vital Importance.

By JAMES H. BEAL.

Socrates says that the penalty which the good must suffer for not taking part in the government is that they must live under the government of worse people than themselves. We may apply the aphorism to pharmacy in this wise: If the druggists of the United States do not resolutely take hold of the regulation of the sale of narcotic drugs, and take the lead in procuring effective legislation restricting the sale of these drugs, they will merely be turning it over to the care of people who are less competent to deal with it than themselves, and whose efforts at legislation are more likely to be inspired by righteous motives than they are to be attended by satisfactory results.

Before beginning the actual drafting of the form of law given below, the writer sent out a large number of letters to those believed to be interested in pharmaceutical legislation, asking the opinions of the persons addressed upon the subject of an anti-narcotic law. The replies received indicate a wide difference of opinion even upon vital points. These opinions probably reflect the general conditions of sentiment the country over, and go to show that any measure to be enacted into law must be more or less of a compromise, until time and experience shall indicate just what provisions are most efficient in reaching the desired results, and will be least burdensome upon those who desire only to do a legitimate business in the sale of narcotic drugs.

THE LIMITATIONS OF LAW.

At the outset we are confronted by a popular misunderstanding as to what may be accomplished by law. There is a wide-spread idea among the American people that nearly all human ills can be cured by legislation—that if only we can persuade the State legislature or the National Congress to fulminate against an evil, with the attachment of plenty of pains and penalties, such evils will "fold their tents like the Arabs and as silently steal away."

But legislation has no such wonder-working power. If it had, the millennium would have been reached long before this year of grace. Instead of being a cure-all for the ills of society and state, legislation is only a palliative. It is the means whereby an intelligent and right-minded majority can compel the compliance of a recalcitrant minority.

Moreover, the passage of a law means not merely the prohibition of wrongs by wrong-doers; it implies also the sacrifice of certain rights on the part of those who would not willingly do wrong. Owing to the infirmities of human language, it is not possible to so frame an enactment that it will always and only prohibit evil acts, and not include also certain acts which may be innocent. If we make our law so general in its terms that it will never impose any hardship upon those who are innocent of evil intent, it will be so easy of evasion as to be wholly useless as a restraining measure for wrong-doing. If we make it so specific in its provisions as to entirely prevent evasion, we will find that it will also include and prohibit acts which are innocent of themselves, and thus work occasional hardship upon those who are devoid of evil intent.

We shall hardly escape the dangers of Scylla and not graze upon the rocks of Charybdis.

Accordingly, the writer has attempted to steer a middle course, and to make the draft reasonably comprehensive in its provisions, not attempting to provide for all imaginable forms of evasion, but one which will have some chance of approval by an average legislature, rather than a declaration of high ethical principles which all would admire, but would have no possible chance of admission to the statute books.

I. WHAT SUBSTANCES SHOULD BE INCLUDED IN THE ANTI-NARCOTIC LAW?

Great difference of opinion exists as to what substances an anti-narcotic law should prohibit or restrict. A total of twenty-eight drugs were suggested by the replies above referred to. All admit that cocaine should be included. Nearly all would have opium and morphine. Many would include chloral, and not a few would include codeine.

*See editorials upon the law elsewhere in this issue.—THE EDITORS.

But if the law stops with the mere enumeration of the preceding substances, it may be easily evaded by selling preparations of these substances. If their preparations are included, how sweeping should be the inclusion? Should preparations purporting to contain the virtues of Erythroxylon coca, as Vin Mariani, and therefore probably containing its alkaloid, be covered by the law? Should the tincture of opium be included, and cocaine-containing catarrh snuffs, and proprietary preparations reputed to contain considerable quantities of chloral?

Should the law discriminate between preparations containing large and those containing small amounts? If so, where shall the line be drawn?

Is it wiser to attempt to provide in advance against every possible form of evasion, or to settle the broad principles involved, guard against flagrant abuse, and wait until evasion has become well marked and dangerous and then broaden the law so as to cover the evasion?

The latter, it seems to me, is the more judicious plan; otherwise, by making our draft too comprehensive, we shall have one which will be difficult of enactment, or if enacted will become a dead letter through non-enforcement, or if enforced will provoke such fierce opposition as to procure its speedy repeal.

2. SHOULD PRESCRIPTIONS CONTAINING NARCOTICS BE REFILLABLE?

If such prescriptions be refillable at the pleasure of the druggist it will practically be impossible to prevent evasion of the law to such an extent as to render it a practical nullity. If they are not permitted to be refilled except upon the written order of a physician it will occasionally be a cause of inconvenience, but as the prime intent of the law is to make it inconvenient to procure such substances, the advantages of a prohibition upon promiscuous refilling far outweigh the disadvantages, and should certainly be included.

The draft, therefore, permits the refilling of prescriptions only upon the written order of a licensed practitioner.

3. SHOULD DENTISTS AND VETERINARIANS BE ALLOWED THE SAME LIBERTY IN PRESCRIBING AS REGULAR PHYSICIANS?

This is a question not easily answered. On the one hand it may be argued that the dentist and the veterinary surgeon have as much right to the use of the materia medica as has any other branch of medical practice and that cocaine is a standard article with the dentist, and the preparations of opium with the veterinarian. On the other hand it may be objected that prescriptions obtained from such practitioners, if the right is not restricted, would be made use of by habitués to obtain the prohibited drugs.

The practical inconvenience which might result from not extending to these special practitioners the same privileges as to regular physicians could not be very serious, because dentists can rarely have reason to prescribe cocaine for use outside of their own offices, while the bulk of veterinary prescriptions cannot be very great, and the objections to such restrictions would come rather from such practitioners than from the public.

On the whole it has been thought best to reserve to the dentist and the veterinarian the right to prescribe within the lines of their respective professions, but to provide specifically that they shall not traverse these boundaries.

4. SHOULD PHYSICIANS BE PERMITTED TO PRESCRIBE FOR HABITUES?

If they may, then unscrupulous physicians will be able to reap a harvest from such unfortunates, at the expense of the reputable members of their profession.

On the other hand we are assured that habitués, especially those addicted to opium or morphine, cannot be entirely deprived of their drug without great danger to their lives, and that the use of such agents may be a part of the rational treatment for the cure of the habit. Here again it is perhaps better to pursue a middle course, and to content ourselves with restricting without attempting to entirely prevent the sale of narcotics, especially opium and morphine, to those accustomed to their use. *The principal object of the law must be to prevent the creation of drug habits,* rather than to reform those who are already enslaved, however desirable the latter might be, and the draft has accordingly been constructed upon this theory.

5. SHOULD THE SALE OF PROPRIETARY MEDICINES CONTAINING NARCOTIC DRUGS BE ENTIRELY PROHIBITED?

The majority of those who replied to the queries said yes. This may be ethically correct, but is it practicable? Such medicines are here, and they are widely used. They cannot be resolved out of existence, and if we wait for them to be legislated out of existence before attempting the general restriction of the sale of narcotics our remote posterity will find the task unfinished. Will it not be wiser, then, to

accept the inevitable, and content ourselves with restricting what we cannot possibly hope to entirely restrain?

6. WHAT SHOULD BE THE PENALTIES FOR VIOLATION OF THE LAW?

and

7. SHOULD REVOCATION OF LICENSE TO PRACTICE PHARMACY OR MEDICINE BE IMPOSED FOR PERSISTENT VIOLATION?

The penalties should be substantial or they will not be deterrent. They must not be too severe or they will not be imposed, and prosecutions will end in acquittal, even when the evidence is clear. The draft, therefore, provides a graduated scale of penalties, beginning with a fine of $25.00 and ending with a maximum of $200.00, and six months imprisonment.

The preceding explanations and reasons give in broad outline the general theory upon which the draft has been constructed.

The subject is one of great inherent difficulties, greater than would be supposed, even by one who has given it much attention, until he begins the actual drafting of a regulative measure. If he attempts to recognize existing conditions and to prepare a measure that will be acceptable to legislators, the jewel of consistency will not sparkle in his crown, and he must pursue a path as tortuous as the labyrinth of Crete. If he follows the straight line of conscience and ethics, he will find himself the author of a measure which may be beautiful to look at, but which will have no more chance of legislative sanction than an icicle would have of continued existence in that region which is said to lie below the theological frost line.

A BILL

To provide against the evils resulting from the traffic in certain narcotic drugs, and to regulate the sale thereof.

Be it enacted by the General Assembly of the State of ——.

SECTION 1. That it shall be unlawful for any person, firm, or corporation to sell, furnish, or give away any cocaine, salts of cocaine, or preparations containing any cocaine or salts of cocaine, or any morphine, salts of morphine or preparations containing any morphine or salts of morphine, or any opium or preparations containing opium, or any chloral hydrate or preparations containing chloral hydrate, except upon the original written order or prescription of a lawfully authorized practitioner of medicine, dentistry, or veterinary medicine, which order or prescription shall be dated and shall contain the name of the person for whom prescribed, or if ordered by a practitioner of veterinary medicine, shall state the kind of animal for which ordered, and shall be signed by the person giving the prescription or order. Such written order or prescription shall be permanently retained on file by the person, firm or corporation who shall compound or dispense the articles ordered or prescribed, and it shall not be recompounded or dispensed a second time, except upon the written order of the original prescriber.

Provided, however, that the above provisions shall not apply to preparations containing not more than two grains of opium, or not more than one-eighth grain of morphine, or not more than two grains of chloral hydrate, or not more than one-sixteenth grain of cocaine, in one fluidounce, or if a solid preparation in one avoirdupois ounce. Provided also that the above provisions shall not apply to preparations recommended in good faith for diarrhea and cholera, each bottle or package of which is accompanied by specific directions for use, and a caution against habitual use, nor to liniments or ointments when plainly labeled "for external use only." And provided further that the above provisions shall not apply to sales at wholesale by jobbers, wholesalers and manufacturers to retail druggists, nor to sales at retail by retail druggists to regular practitioners of medicine, dentistry, or veterinary medicine, nor to sales made to manufacturers of proprietary or pharmaceutical preparations for use in the manufacture of such preparations, nor to sales to hospitals, colleges, scientific or public institutions.

SECTION 2. It shall be unlawful for any practitioner of medicine, dentistry or veterinary medicine to furnish to or to prescribe for the use of any habitual user of the same any cocaine or morphine, or any salt or compound of cocaine or morphine, or any preparation containing cocaine or morphine or their salts, or any opium or chloral hydrate, or any preparations containing opium or chloral hydrate. And it shall also be unlawful for any practitioner of dentistry to prescribe any of the foregoing substances for any person not under his treatment in the regular line of his profession, or for any practitioner of veterinary medicine to prescribe any of the foregoing substances for the use of any human being.

Provided, however, that the provisions of this section shall not be construed to prevent any lawfully authorized practitioner of medicine from prescribing in good faith for the use of any habitual user of narcotic drugs such substances as he may deem necessary for the treatment of such habit.

SECTION 3. Any person who shall knowingly violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction for the first offense shall be fined not less than $25.00 nor more than $50.00, and upon conviction for a second offense shall be fined not less than $50.00 nor more than $100.00, and upon conviction for a third and all subsequent offenses shall be fined not less than $100.00 nor more than $200.00, and shall be imprisoned in the county jail for not more than six months. It shall be the duty of the Grand Jury to make presentments for violations of this act.

SECTION 4. This act shall take effect, and be in force from and after the —— day of —— 19—.

LETTERS.

IS IT NECESSARY TO HAVE A CLERK SLEEP IN A STORE FOR THE PURPOSE OF ANSWERING NIGHT CALLS?

To the Editors:

Some days ago I heard two prominent druggists discussing this subject, and there seemed to be plenty of good material for a discussion. I will enumerate a few of my experiences with the night disturbers.

One night I was called out at 1.30 A.M., and when I opened up, the customer asked me to telephone for a doctor who, it happened, lived about a mile away, and who would have to take two cars in order to reach the place. I got the doctor on the 'phone, after patiently waiting for five or ten minutes, and he said he would be right over. I retired, only to be called up again in less than an hour; and when I opened up I found my same disturber with the complaint that the doctor had not arrived. I informed the man that he should consider the hour of the night and the distance the doctor had to come, which would make it impossible for him to get around in such a short time. But he insisted that I should 'phone again as his wife was in great pain. I did so, and was of course informed by the doctor's wife that the doctor was on his way.

At 5 A.M. my bell rang again, and on going out I found the same man standing in front of the door. He said he wanted me to telephone for the doctor once more, as his wife was no better. I asked him if the doctor had not been there at all yet, and he said he had. Knowing, however, that I had not filled any prescription, I asked if the doctor did not give his wife anything. He said: "Yes, he gave me two prescriptions, but I did not wish to disturb you so much, and so I made the druggist down below get up and fill them!"

On another occasion I was called up at 5.30 A.M., and upon going out to the door was surprised to see an elegantly dressed young woman. Upon my opening the door she said: "I beg your pardon, but can you tell me what time the first mass is held at the church across the street?"

I think it unnecessary for me to state that I did not give her the desired information.

Some nights ago, upon answering a call about one o'clock, a young fellow was at the door, who said: "I have a prescription I want you to fill." I took it, walked behind the prescription case, and then saw that the prescription called for

"One guitar string E."

I got a chance to get even on this one, however. The young man handed me 50 cents and I kept it all. He "kicked," but I told him that was the price of guitar strings on prescriptions!

Another time my bell began ringing and I got up hurriedly, slipped on only a limited amount of clothing, and started for the door. The bell kept ringing furiously all the time; and on reaching the door I found a man very much under the influence of whiskey, who good-naturedly offered me a drink. He had evidently rung the bell unintentionally. Falling up against the door, he had accidentally put his hand on the bell and kept it there until I came out.

These incidents, it seems to me at first glance, would indicate that night calls are unnecessary, but I have only enumerated some of the unnecessary kind of calls. I believe that in family neighborhoods, and under proper restrictions, some one should be at hand in cases of emergency at night. But the average proprietor, desiring to be very accommodating, especially when it causes him no inconvenience, will often say to a customer who asks if he can get in the store at night: "Certainly. My clerk sleeps here; just ring the bell."

The public should be informed of the long hours the clerk is on duty, and his rest should be disturbed only in cases of real necessity.

LEE PEDIGO, PH.G.

60th and Washington Sts., Chicago, Ill.

A NOVEL WINDOW.

To the Editors:

We have taken the BULLETIN OF PHARMACY for over a year, and have found it thoroughly up-to-date in every respect. The ideas pertaining to advertising, especially the hints on window dressing, we have found very valuable, and we have taken advantage of a great many of them. Take, for example, Mr. H. M. Curry's bridge of surgical goods in the May number of the BULLETIN: this we utilized to display a line of souvenir writing paper. We made a bridge 16 feet long out of stationery on the same principle as Mr. Curry's. The paper went like hot cakes, and we had compliments galore from the public. We also made a tooth-brush clock similar to Mr. C. C. Green's, described in the April number. This sold a lot of brushes and tooth-powder for us.

Last week we put in a unique window which may interest some of your readers. Of course it is not one that would be appropriate to every town, but it certainly is to ours. Rat Portage is what you would call a summer resort, and the tourists buy a great many Indian curios, such as small birch-bark canoes, bead work, pipes, etc., made by the Indians of this district.

The display was made as follows: The floor of the window was covered with excelsior dyed green to represent grass. On each side we erected an Indian wigwam the framework of which was made of eight saplings about six feet long. Instead of using the usual birch-bark covering, we substituted chamois skins. In each wigwam we built a fire by piling small burnt twigs around an electric light with a red globe. The center of the window was filled with a large number of birch-bark canoes bearing a card reading, *"Your choice for 25 cents."* To make the window more realistic we arranged a number of Indian dolls in different attitudes around the wigwams. The background consisted of a row of small spruce trees.

This made a pretty display, especially at night, with the fires showing through the open flaps of the wigwams. It is needless to say that we sold a great many curios, and the window attracted considerable attention.

WILL JOHNSTON,
Of Woods' Drug Store.

Rat Portage, Ontario.

"A BABY DEPARTMENT."

To the Editors:

I was interested in an article on "A Baby Department" in the April BULLETIN and thought the plan would pay, so I immediately got a baby—an 8½ pound girl. The cost was considerable, but I think it worth it. I am beginning to get my money back by the following scheme: I noticed that a condensed milk firm got the announcement of the baby's arrival from a clipping bureau and immediately wrote me recommending their food for the infant. That gave me an idea that it may pay others to try. I took note of the next notices of births in our local paper and wrote a letter to the mothers about as follows; it only cost a cent and I have gained new customers and made several dollars extra profit:

Dear Madam:

We understand you have a new arrival at your house, and so we enclose a sample of our Talcum Powder. It is by far the best we have ever handled, and we are sure you will be pleased with it.

If you should need any prepared Baby Food we would recommend Meadow's Malted Milk. It is far superior to any other on the market. If you try a bottle and it should not happen to agree with the baby, we will refund your money. That is more than any other manufacturer will do. The price is 50 cents per bottle.

If you should need any syringes, nipples, baby comforters, breast pumps, etc., we have a complete stock.

Extending our congratulations, we are,

Yours truly,
EMERY J. EASTMAN & Co.

Lindsay, Cal.

A CLEVER SURGICAL WINDOW FOR THE FOOTBALL SEASON.

To the Editors:

Here is a description of a surgical goods window which attracted much attention, and which can be made particularly effective during the football season. Hardly a town but has a football team in which it takes some pride, and in a college community especially the display will prove a taking one.

A large and striking colored poster depicting a football game in progress formed the central background for the display. Each side of the poster was banked with a pyramid of four-ounce bottles of arnica and witch-hazel, neatly labeled and capped, and arranged so as to prominently display the labels. Gauze and plaster-of-Paris bandages, together with absorbent cotton, oiled silk, splints, and other surgical supplies, were attractively exhibited, and the floor of the window was liberally sprinkled with packages of court plaster. In each of the two back corners of the window a number of crutches were stacked, after the fashion of muskets, and were draped with gauze bandages. From a cord connecting the two stacks of crutches, strings of bandages were hung, and the following legend was suspended directly above the poster:

FOOTBALL AND ITS ACCESSORIES.
BALM FOR GRIDIRON HEROES.

The sign was embellished by pasting upon it colored football caricatures cut from comic papers. At the time of the display this ad. was inserted in a local college paper:

THE FOOTBALL SEASON IS ON!
GET YOUR ARNICA, WITCH-HAZEL, AND
SURGICAL SUPPLIES AT
BLANKE'S PHARMACY.

Did the window take? Most assuredly. Try it for yourself and see.

R. M. DEPREE.

Holland, Michigan.

A SUGGESTION.

To the Editors:

Here is a suggestion that readers of the BULLETIN may find worthy a moment's consideration:

Take a cue from the customer who wanders around the store examining things to him strange and interesting. You all know him, peering about while waiting for his prescription.

Scatter through your display goods small exhibition samples of such drugs as the layman hears of through public print or domestic use. Place with each sample an attractive card giving such facts as

are liable to be of interest, as historical connections, source, toxicity, method of gathering, etc. Such drugs as aconite root, sarsaparilla, manna, belladonna, bay leaves, nux vomica, opium, vanilla beans, pepsin (scale), chloral, arsenic, aloes, witch hazel leaves, and the alkaloids, will lend themselves to this idea. It is only necessary, in order to turn the scheme to profit, to have the adjacent merchandise priced.

W. LESTER MACFADDEN.

Detroit, Mich.

A WARNING.

To the Editors:

In August of this year I was dupe enough to be led into a $12 contract by the agent of a man who calls himself T. J. Dunlap, and whose business address is given as 41-45 Fourth Avenue, Pittsburg, Pa. The result is that he has $12, while I have the contract and six dozen packages of the most lovely pink corn cure imaginable!

I find that this fellow has been "working" everybody he could find for the past year or two, and knowing, therefore, that I am not the only one whom he has found "easy," I am willing to admit myself duped and put other unsuspecting brother pill-makers "next," as it were.

MILO C. KUTCHIN.

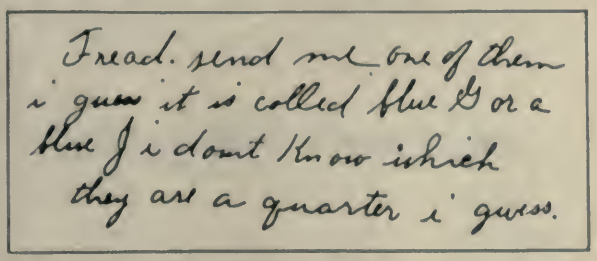
Almond, Wis.

P. S.—It should be added that "Dunlop's Corn Cure" is a well known and reputable article made by Orator F. Woodward, of Le Roy, N. Y. What I refer to above is "Dunlap's Corn, Bunion, and Wart Destroyer."

SHE WANTED A "BLUE G!"

To the Editors:

I have enjoyed greatly the illiterate orders which have appeared in the BULLETIN, and when the accompanying one was handed me to-day by a customer I thought it might interest your readers. I easily made out that the writer wanted a bougie.


Fread. send me one of them
i guess it is called blue G or a
blue J i dont Know which
they are a quarter i guess.

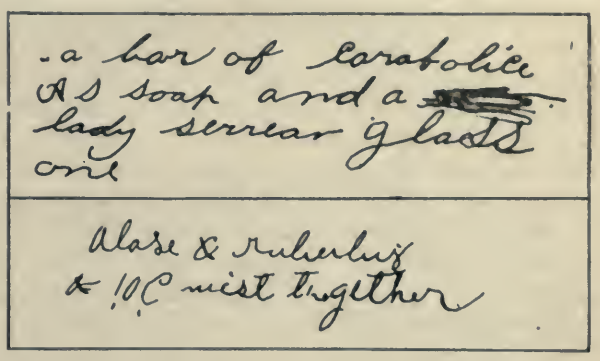
F. H. WHITTAKER.

Camden, Ohio.

TWO INTERESTING SPECIMENS.

To the Editors:

You may desire to add these two specimens to your collection of funny orders. For the first we sold carbolic soap and a syringe; for the second 10 cents worth of aloes and rhubarb, "mixed together."


a bar of carabolice
AS soap and a
lady serrear glass
one

Alose & ruberbiz
& 10C mist together

HARRY PASSMORE.

Bessemer, Alabama.

THEY WANT ASSISTANCE.

To the Editors:

We frequently have calls for "something to use instead of quinine" as an antiperiodic. Patients oftentimes, from idiosyncrasy or otherwise, cannot take quinine. We should like to know what the experience of druggists in malarial sections has been. Our physicians are prescribing a certain pill as a chemical succedaneum for quinine, but this is very expensive. We have to pay $1.20 per hundred for it. Now what we should like to do is to find something which would be acceptable to the doctors of our community, and which would fill the bill in every respect. If you will publish this letter we have no doubt that some of your readers would be able and willing to contribute their experience in the premises.

J. P. CANNON & SON.

McKenzie, Tenn.

IS HE RIGHT?

To the Editors:

Regarding the second prescription reproduced on page 384 of the BULLETIN last month, it seems to me that the third ingredient is *atropine* sulphate instead of *morphine* sulphate. I should like to have interested readers refer back to the prescription and see what they think about it.

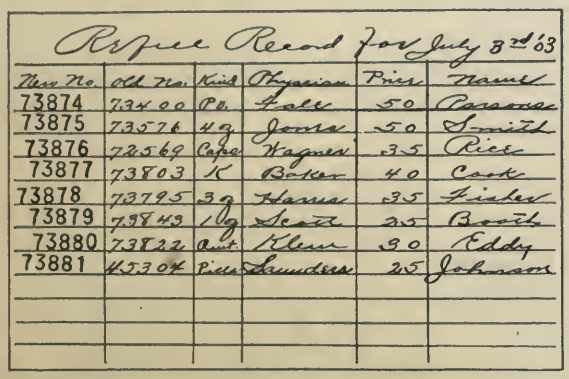
A. E. SHAW.

Newcastle, N. B.

BUSINESS HINTS.

Method for Recording Refilled Prescriptions.—

"I have noticed that many druggists do not keep any record whatever of their prescription 'refills,'" writes A. P. Gegenheimer, of Vermillion, Ohio. "They simply refill the prescription, collect their revenue, and that is all there is to it. I shall attempt to describe briefly a method which I employ. This method treats all refills as new prescriptions and shows at all times the exact number of prescriptions the store has filled to date, including 'refills.' The enclosed card will explain itself. The card employed is 3¾ by 6 inches in size, and one is sufficiently large to register all our 'refills' for one day.



Refill Record for July 3rd '03

New No.	Old No.	Kind	Physician	Price	Name
73874	73400	P.O.	Fale	50	Parsons
73875	73576	4 oz	Jones	50	Smith
73876	72569	Caps	Wagner	35	Rice
73877	73803	K	Baker	40	Cook
73878	73795	3 oz	Harris	35	Fisher
73879	73843	1 oz	Scott	25	Booth
73880	73822	Amt.	Klein	30	Eddy
73881	45304	Pills	Saunders	25	Johnson

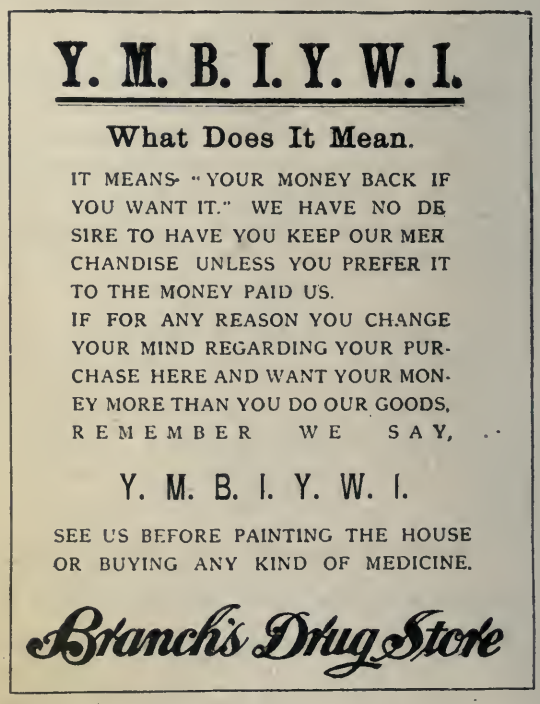
We fill out the blank as soon as the prescription has been filled, with the exception that we do not put down the new number. At the close of the day we then number the entire lot of 'refills' consecutively and file the card among our prescriptions. For a store having a greater number of refills than we do a larger card may be used, or more than one card may be employed and each one numbered as soon as it is filled. We find that by placing the price on the card we avoid many disputes, such as those which arise when people claim to have had a certain prescription refilled at a lower figure than the one charged them, etc. In the 'kind' column 'P' indicates powders; 'K' konseals; and 'Caps' capsules."

The Advertising Value of the Almanac.—

Lou D. McWethy, of Franklinville, N. Y., writing in the *Western Druggist,* says that the almanac is the only advertisement that people will take the trouble to ask for, and is probably read oftener in the course of a year than any other one medium. True, they do not carry the almanac home for the purpose of perusing the advertising, but the advertising is read just the same, and to such good purpose that several concerns have a splendid demand for their goods who use no other form of publicity save an almanac, and a not overpretentious one at that. Now if the almanac is good for one, continues Mr. McWethy, it is good for another. A well-edited almanac ought to be gilt-edged advertising for any retail store, and especially the drug store. The idea of getting things before the people and in a form where they will be read and reread is a matter worth considering. Nearly every druggist has certain preparations of his own, and experience has taught him how hard it is to get the people familiar with the names of his remedies. Newspaper advertising is good, but with so much competitive advertising by the older and better-known remedies it is not entirely satisfactory and is expensive. Booklets, counter slips and window displays are good, but in place of the booklets and counter slips why not the almanac?

Your Money Back.—

Here is rather a unique newspaper advertisement which comes to the BULLETIN from W. S. Branch, of Parker, So. Dakota; the original advertisement occupied a space of 4½ by 6 inches:



Y. M. B. I. Y. W. I.

What Does It Mean.

IT MEANS "YOUR MONEY BACK IF YOU WANT IT." WE HAVE NO DESIRE TO HAVE YOU KEEP OUR MERCHANDISE UNLESS YOU PREFER IT TO THE MONEY PAID US.
IF FOR ANY REASON YOU CHANGE YOUR MIND REGARDING YOUR PURCHASE HERE AND WANT YOUR MONEY MORE THAN YOU DO OUR GOODS, REMEMBER WE SAY,

Y. M. B. I. Y. W. I.

SEE US BEFORE PAINTING THE HOUSE OR BUYING ANY KIND OF MEDICINE.

Branch's Drug Store

A Clever Trick.—

Mr. William A. Hall, located at the corner of Griswold and State Streets, Detroit, certainly understands human nature! He had occasion recently to get out an advertisement in the form of a very

neatly printed circular letter. This was mailed under two-cent sealed postage in very nice envelopes bearing no return card or other evidence of their origin. The subject treated was perfumery, and one would naturally expect that the envelopes would be addressed in each case to the woman of the house. Did Mr. Hall do this? No, no—he was more foxy! He addressed the envelope to the husband, knowing that the curiosity of the wife would lead her to pay much more heed to the letter than would otherwise be the case. We have Mr. Hall's word for it that the plan worked admirably!

"Kerrent News."—

A little paper with this title comes to us from Druggist Kerr, of Pittsburg, Pa. It is 6¼ by 9½ inches in size, contains four pages, and is printed on a very excellent quality of calendered stock. All but the first page is devoted to a price list of the leading articles handled—chiefly patent medicines and toilet goods. The prices are very low, and it seems to be Mr. Kerr's idea to let them tell their own story. On the first page is the following statement:

> A great many people know our place of business as a good Drug Store and buy everything they need right here. To them
>
> **"KERRENT NEWS"**
>
> is a reminder that we appreciate their patronage very much. A whole lot of other people do not know us at all. To them
>
> **"KERRENT NEWS"**
>
> is an invitation to give a call. Come in and see what a fine stock we carry and what a first-class place we have. There's no better in the town.
>
> We wish to state frankly that we want more business, and we believe there are but two things necessary to get it:
>
> **First—Deserve It.**
> **Second—Ask For It.**
>
> We can easily convince you that we deserve your business, and we take this method of asking for it.

A Dodger.—

The dodger represented in facsimile herewith is submitted by S. Drain, of Baltimore, Md. Mr. Drain asks our opinion. About 4000 of the dodgers were distributed from his store. The quality of the paper is very poor, but it is the text matter which Mr. Drain is particularly anxious we should pass judgment upon. In response let us express our firm conviction that a general statement of this kind does very little or no good. If Mr. Drain had tersely discussed some one article or line of articles, he would have made a definite impression upon the reader. Simply to tell people, however, that one handles this line and that, is to tell them what they

> **DRAIN'S * PHARMACY**
>
> THE PLACE TO GET THE FINEST ICE CREAM SODA.
> PATENT MEDICINES AT COST.
> A GOOD LINE OF TOILET ARTICLES Etc.,
>
> **PRESCRIPTIONS**
>
> — OUR SPECIALTY AT A REASONABLE PRICE. —
> POST OFFICE STATION 106. We have everything pertaining to an upto-date Pharmacy.
>
> ***FREMONT AVE. & SARATOGA ST.***

know already, and to make no definite appeal to them whatsoever. This sort of advertising is out of date nowadays and belongs to a past age.

Programme Advertising—Does It Pay?—

Answering the question of the *Southern Drug Journal,* "Do you ever advertise on programmes?" a successful Indianapolis druggist said: "I do, and believe in it. Why? Well, for this reason: A person in the theatre has frequent waits, and during these he has the programme in his hand and will unconsciously read and re-read it a number of times during the evening. For this reason I believe it one of the best mediums for advertising a novelty. Of course the matter should be changed frequently, and made an interesting, catchy item and about especially seasonable goods. I do not use church papers, as they are limited in their circulation, and there are so many churches I just draw the line on them, saying that if I go into one I must go into all, and that I cannot afford. For a particular friend I give the price of the advertisement without the copy."

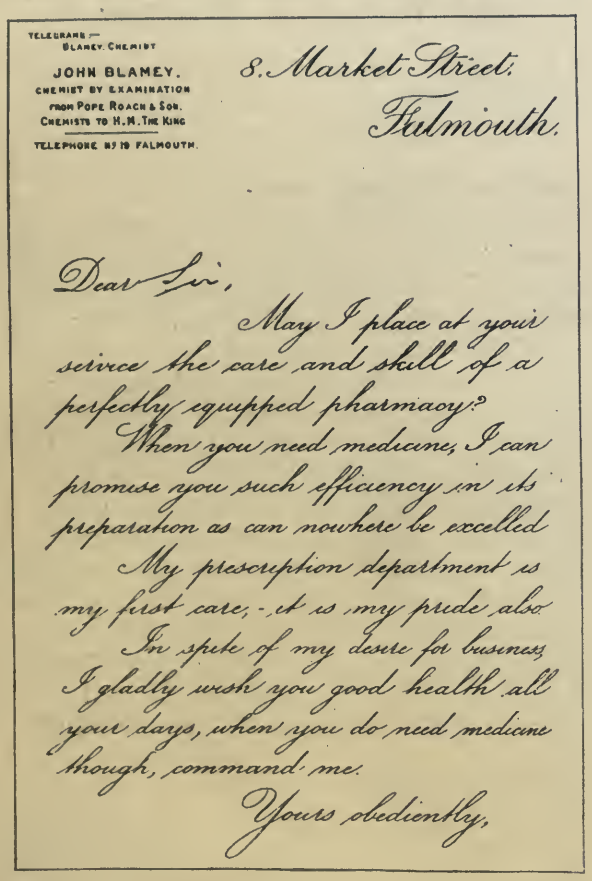
A Neat Little Booklet.—

The BULLETIN has had occasion in the past to speak of the excellent character of the booklets gotten out occasionally by John Conrad & Co., proprietors of the Kenmore Pharmacy, located at 25 East 47th Street, Chicago, Ill. We have before us now an attractive little booklet about three inches square. The inside pages are printed on yellow stock; the cover is red; and a striking effect is produced by cuting off half an inch at the top of the front cover and leaving a contrast of red and yellow. The words *"Can we interest you?"* are printed across the top of the first inside page, and by means of this trick are

exhibited when the booklet is closed. As for the text itself, it is practically an abbreviated catalogue. Some of the leading articles of stock are selected and the prices given for them. The prices are meant to be attractive in themselves, and very little by way of description is indulged in. As is usual with the booklets of this firm, the typography and press work are of the very best.

A Letter.—

The BULLETIN is always glad to know that readers have utilized and adapted the ideas which are printed for this very purpose in these pages. The circular letter reproduced below in *facsimile* comes to us from an English pharmacist, who makes



TELEGRAMS:— BLAMEY, CHEMIST
JOHN BLAMEY.
CHEMIST BY EXAMINATION
FROM POPE ROACH & SON.
CHEMISTS TO H.M. THE KING
TELEPHONE 85 TO FALMOUTH.

8, Market Street,
Falmouth.

Dear Sir,

May I place at your service the care and skill of a perfectly equipped pharmacy?

When you need medicine, I can promise you such efficiency in its preparation as can nowhere be excelled.

My prescription department is my first care; it is my pride also.

In spite of my desire for business, I gladly wish you good health all your days, when you do need medicine though, command me.

Yours obediently,

this explanation: "Got this out of the BULLETIN. It is a winner!" It is only necessary to add that the letter was printed on regular correspondence paper, a double sheet of the 5 by 8 size being employed.

Good!—

Andrew R. Cunningham, a Detroit druggist, keeps standing on his case or counter a handsomely printed and decorated card containing the statement that "IF WE HAVEN'T IT, WE'LL GET IT!"

PRACTICAL PHARMACY.

A "Disinfectant Solution" and a "Germicide."—

Wilbur L. Scoville presented formulas for these two preparations at the last meeting of the Massachusetts Pharmaceutical Association:

DISINFECTANT SOLUTION.

Cresylic acid	500 Gm.
Colophony	300 Gm.
Potassa	45 Gm.
Water, a sufficient quantity to make	1000 Gm.

Heat the cresylic acid and colophony together in a suitable dish until the resin is dissolved. Dissolve the potassa in ninety grammes of water, add to the resin solution and boil until the latter is completely saponified and the liquid has become clear. Cool and add enough water to make one thousand grammes.

This will mix with water in all proportions, says Professor Scoville, and will produce a clear, or nearly clear, solution.

"GERMICIDE."

Thymol	8 Gm.
Oil of eucalyptus	60 Cc.
Oil of lavender	60 Cc.
Alcohol	800 Cc.
Water, a sufficient quantity to make	1000 Cc.

Dissolve the thymol and oils in the alcohol and add the water.

Professor Scoville remarks that this product contains the oils in the proportion of one ounce to a pint, and would be improved by the addition of a little nice tincture of benzoin—say two drachms per pint, or 15 Cc. per 1000.

Simple Test for the Detection of Methyl or "Wood" Alcohol in Mixtures.—

At the annual meeting of the Michigan Pharmaceutical Association, held last month at Battle Creek, and reported elsewhere in the present issue of the BULLETIN, Prof. A. B. Prescott presented a simple test for the detection of methyl alcohol in mixtures. The test is very important in view of the fact that wood alcohol is sometimes surreptitiously used in the place of grain alcohol in the manufacture of pharmaceutical products. The substance is distinctly toxic, and experts are now agreed that its employment in any preparation, even in a preparation intended for external use, is absolutely inexcusable and unsafe. The test is as follows:

A copper coil is heated in the flame of a Bunsen burner or an alcohol lamp until it is red-hot, when oxidation of the metal results. It is then dipped into the suspected liquid contained in a test tube. This

operation is repeated four or five times, the idea being to oxidize the methyl alcohol into formaldehyde. The liquid is thereupon boiled until its volume is somewhat reduced, the tube is cooled, and the contents are poured into a porcelain crucible or a small evaporating dish. Five drops of phloroglucinol reagent are added from a pipette, when, if methyl alcohol is present in the mixture, even if to the extent of but one part in twenty, the liquid acquires a bright red color, which persists for two or three minutes. If, on the other hand, ethyl alcohol is present, a faint reddish color at once appears, but fades away rapidly. The distinction is more clearly seen if the two cases are carried through the operation side by side, one with the mixed alcohols, and the other with pure ethyl alcohol. After a few trials the operator can tell at once if methyl alcohol is present when the reagent is added. On allowing the two dishes to stand from one-half to one hour, after adding the phloroglucinol, the liquid in the dish which contains formaldehyde fades to a faint or dirty-red or orange color. The liquid in the other dish, containing only acetaldehyde, changes to a blue color.

The Poisonous Effects of Methyl Alcohol.—

In a paper read before the Michigan State Association last month, reported elsewhere in this department of the BULLETIN, Prof. A. B. Prescott declared that methyl alcohol had unquestionably been found to be far more toxic than any of the other alcohols in the paraffine series—more toxic even than amyl alcohol, which is the main ingredient in the poisonous fusel oil. It was at first thought, and has even recently been declared, that this toxicity was due to impurities, and would not be found true of a pure product. But it is now known that such is not the fact. Blindness—one of the well known effects of wood alcohol poisoning—has been known to be caused by a pure product. It is to be admitted, however, that the findings are very discrepant. The effects produced in some cases are found to be very much more toxic than in others, and the result has been that investigators have not always agreed in their conclusions. Dr. Prescott explained these differences by the following very interesting theory: He believes that the toxicity is due, not to methyl alcohol as such, but to the formaldehyde which results when the alcohol is oxidized in the human body. Now the oxidation differs in degree under different conditions and in different people, and particularly does it differ between animals on the one hand and human beings on the other. This, then, is offered as a probable reason why investigators who have experimented upon animals have differed so widely in their conclusions, and why, indeed, there is so much uncertainty generally.

Compound Syrup of Phosphates with Quinine and Strychnine.—

The following formula was presented at the last meeting of the Massachusetts Pharmaceutical Association by Prof. W. L. Scoville:

Potassium bicarbonate	20.	Gm.
Magnesium carbonate	20.	Gm.
Calcium carbonate	20.	Gm.
Soluble ferric phosphate	17.5	Gm.
Quinine hydrochlorate	4.4	Gm.
Strychnine sulphate	0.14	Gm.
Phosphoric acid	70.	Cc.
Citric acid	75.	Gm.
Orange flower water	125.	Cc.
Glycerin	250.	Cc.
Sugar	525.	Cc.
Distilled water, a sufficient quantity to make	1000	Cc.

Dissolve the acids in seventy cubic centimeters of distilled water, in a capacious vessel, and gradually add the magnesium and calcium carbonates and the potassium bicarbonate. When effervescence has ceased and all is dissolved, make a solution of the ferric phosphate and the quinine and strychnine in the orange flower water by the aid of a little heat, and add to the first solution. Then add the glycerin and sugar and agitate until the latter is dissolved, avoiding heat. Finally add enough distilled water to make one thousand grammes, and filter.

Each teaspoonful of this syrup contains one grain each of potassium, calcium, magnesium and iron phosphates, one-fourth grain of quinine muriate, and one one-hundredth-and-twentieth grain of strychnine sulphate.

Preservation of Sweet Spirit of Niter.—

Prof. J. O. Schlotterbeck, chairman of the Committee on Adulterations of the Michigan Pharmaceutical Association, reported some rather startling facts at the annual meeting last month concerning the manner in which many pharmacists handle sweet spirit of niter. Everybody knows how readily this product loses its content of ethyl nitrite, and how carefully it should be kept in order to prevent this loss so far as possible. The most approved method is to put the substance in two-ounce, amber-colored, well-stoppered vials, and keep them in a cool place, remote from lights or fire. This method, indeed, is directed by the Pharmacopœia. Professor Schlotterbeck reported, however, that the agent who bought the specimens of sweet spirit of niter for examination by the committee had found many pharmacists to be very careless in handling the product. One druggist dispensed the niter from a quart shelf bot-

tle; another from a gallon bottle which was one-third full; still another from a show bottle which was nearly empty. How, asked the Professor, when sweet spirit of niter is kept under these conditions, can one expect to find it possessing any virtue? As a matter of fact, every one of the specimens examined, with a single exception, was greatly deficient in its content of ethyl nitrite.

A Difficult Prescription.—

In a paper read before the New York State Pharmaceutical Association, W. O. Dawson declared that the following prescription had caused him much annoyance; it was from a consulting specialist of great reputation, likewise great fees; it had been repeated many times, and as doctor and patient seemed perfectly satisfied with it, he supposed that he also ought to be. Still, one felt that the turning out of such a ghastly looking mess was, somehow, a reflection upon the professional skill of the dispenser.

Magnesium sulphate	1 pound.
Acid sulphuric	½ ounce.
Acid benzoic	15 grains.
Alcohol	enough to make solution.
Water	sufficient to make 2 pints.

Mr. Dawson had tried all quantities of alcohol up to two ounces, beyond which he thought best not to go on account of therapeutic effect, but the benzoic acid immediately crystallized out when the alcoholic solution was added to the salt solution. The acid is unevenly distributed through the contents of the bottle as it stands at rest, some at the bottom of the bottle, some floating on the surface of the liquid, and the rest suspended at various points throughout it.

Liquid Face Powder.—

Julian L. Waller submits a formula to *Merck's Report*. Care must be taken in the making of the preparation, and the directions must be carefully followed, or else the product will spoil; on the other hand, if the directions are adhered to a beautiful preparation will be the result:

Bismuth subcarbonate	6 ounces.
Hydrochloric acid	sufficient to dissolve.

Then precipitate out by adding water until reaction ceases. Be careful to use only clean glass vessels and white filtering paper and do not be in a hurry to finish. Wash for at least ten days in order to remove all traces of the acid; then press with a spatula through silk bolting cloth. To this precipitate add 34 ounces of drop chalk. Rub this up thoroughly with one pint of alcohol after adding to it 20 drops of oil rose geranium or otto rose. Then add enough rose or distilled water to make 2½ gallons of finished product. Fill up either three or four-ounce bottles, using any style bottle to suit. Care should be taken when filling the bottles that the precipitate in each bottle should be equal; in order to accomplish this, the container should be well shaken each time a bottle is filled.

James's Powder.—

The pulvis febrifugus Jacobi dates back certainly to the middle of the eighteenth century, if not before, says M. I. Wilbert in an A. Ph. A. paper. In 1754 the origin of this powder was claimed for a German by the name of Schwanberg, while a number of German books credit its origin to Hoffmann, one of the synonyms in use in Germany to-day being "Hoffmann's Spiessglanzkalk." Dr. Robert James, whose name is usually connected with this powder in England as well as in this country, was a native of Staffordshire, England, having been born in Kinverston in 1703. James studied medicine at St. John's College, Oxford, of which university he was a licentiate. He practiced in Sheffield, Litchfield, and Birmingham, and finally settled down in London. Dr. James subsequently obtained the degree of M.D. from Cambridge in 1755. He died in London, March 23, 1776.

Elixir of the Glycerophosphates of Lime and Soda.—

At the Battle Creek meeting of the Michigan State Pharmaceutical Association, reported elsewhere in the present issue, William C. Kirchgessner contributed the following excellent formula for an elixir of the glycerophosphates of lime and soda:

Sodium glycerophosphate	128 grains.
Calcium glycerophosphate	64 grains.
Phosphoric acid, 85 per cent.	2 fluidrachms.
Simple syrup	4 fluidounces.
Fluid orange	2 drachms.
Prune juice	enough to make 1 pint.

Dissolve the calcium glycerophosphate in two fluidounces of the prune juice, to which the phosphoric acid has been previously added. Dissolve the sodium glycerophosphate in the remaining quantity of prune juice, which has previously been mixed with the simple syrup and the fluid orange. Mix the two solutions and filter if necessary.

Mr. Kirchgessner explained that the difficulty in making this preparation lies in keeping the calcium glycerophosphate in solution. He had experimented with such different menstruums as sherry wine in varying proportions with alcohol, alcohol itself, simple elixir with prune juice, and the like. He had finally found the preceding formula to result in a satisfactory, permanent, and palatable elixir.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

Medicinal and Textile Plants in Paraguay.—

Consul J. N. Ruffin sends from Asuncion, January 24, 1903, the following description of certain plants whose medicinal and industrial properties are commanding attention:

Jaborandi.—The leaves are in demand for the cure of diseases requiring free perspiration. It can be obtained cheaply and in a reasonably large quantity.

Aybri-kaa.—This takes its name from the cacique who made its properties known, and is considered a sure curative for bronchial catarrh; also for stubborn colds. It is taken principally as a tea. It can be obtained in only one department of the Republic in a fair quantity.

Vetiver.—Some attention is being paid to the cultivation of vetiver; the root is valuable commercially.

Ipecacuanha.—This plant also grows here, but I do not think that its quality is equal to that of Brazil.

Vegetable Silk.—This is produced by a tree about the size of a chestnut, bearing a boll 4½ inches in diameter and 6 inches long. The silk is exceedingly light, and when the boll is picked to pieces it looks like down, except that it is glossy. Although I believe it can be woven into thread, its chief utility would be for stuffing cushions, quilts, etc. I am also told that it can be adapted for life-preserving appliances at sea. Its characteristic quality is its extreme lightness. The trees abound here.

The producers of these plants would be glad to furnish full details to persons desiring them.—*Consular Reports.*

South African Quinine-tree.—

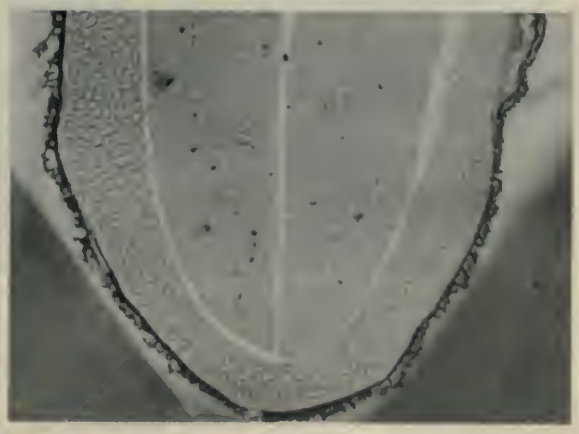
Mr. Juritz (*Chemist and Druggist*), in the course of his report as Cape Government analyst, gives the results of an investigation of the bark of the so-called "quinine-tree," or "Unijela" of the Transkei (*Tabernæmontana ventricosa* Hochst), which grows in the Gxwaleni forest, in the Nyanduli district. The bark has a bitter taste, and is said to possess the therapeutic properties of quinine. Treating the bark by the usual alkaloidal separation methods, there were obtained from a chloroform solution needle-shaped crystals, amounting to nearly 0.2 per cent of the bark. These were found to be an alkaloid, having a melting-point of about 200° C. It had a bitter taste, an alkaline reaction, was not fluorescent in acid solution, and was very soluble in chloroform, alcohol, benzene, and in very dilute sulphuric and hydrochloric acids. A larger quantity of the bark has been procured, and further investigation will be proceeded with, and physiological tests will likewise be made.—*Merck's Report.*

Vaccinium Myrtillus, a Remedy in Typhoid Fever.—

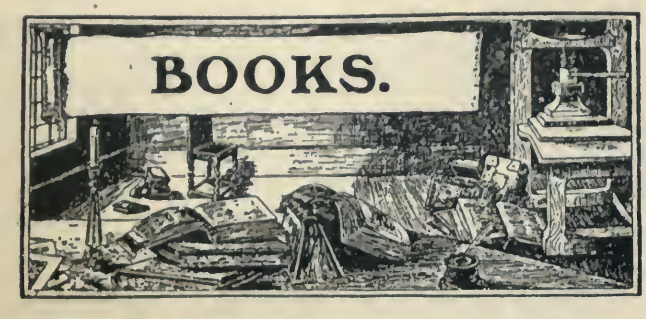
This plant is one of the heaths (Ericaceæ), and is closely allied to the blueberries and huckleberries; it is found throughout the north temperate zone and is generally known as bilberry, whortleberry, or European huckleberry. The berries are esculent, astringent, and antispasmodic. According to M. M. Bernstein (*British Medical Journal*) the berries are a specific remedy for typhoid fever, meeting all the indications of the fever in the intestines during its course. He first employed the berries as an intestinal astringent and found that they acted promptly as an antifermentative, and that their action was not impaired by the acid liquid of the stomach nor by the alkaline contents of the intestines. The author states that the juice of the berries kills the typhoid bacillus in about thirty-six hours, keeps the intestine aseptic, and prevents reabsorption and reinfection.

Chuquiru.—

Specimens of a plant known in Peru and Ecuador under the name of Chuquiru have been sent to Dr. Heckel (*Chemist and Druggist*) for examination. He reports that the plant is a species of Lycnophora, one of the Scrophulariaceæ, and that it is used largely by the natives as a febrifuge, but that the active principle has not yet been investigated.



CROSS-SECTION OF STROPHANTHUS SEED.—Reproduced from a microphotograph made by Drs. G. Rigel and H. Kritzler, of Godesberg, Germany.



The Latin Grammar of Pharmacy and Medicine. By D. H. Robinson, Ph.D., Professor of Latin Language and Literature in the University of Kansas. With an introduction by L. E. Sayre, Ph.M. Fourth Edition, with Elaborate Vocabularies, Thoroughly Revised by Hannah Oliver, A.M. Cloth; 277 pages; $1.50 net. Philadelphia: P. Blakiston's Son & Co., 1012 Walnut Street.

It is scarcely necessary to review this work at any length on the present occasion. The book in its previous editions has ingratiated itself into the good graces of students, and has become a text-book in many colleges of pharmacy. Some changes, however, have been made in the present edition which are worthy of specific mention. The book has been somewhat simplified for the pharmaceutical student by the omission of many exercises foreign to his needs. The English method of pronouncing Latin has been clearly explained. Professor Sayre, whose name has been connected with the work from the first, has contributed a chapter on prescription writing, another on chemical terms, and a list of pharmaceutical and medical terms with their definitions. Additional prescriptions have been distributed throughout the earlier lessons to give greater point and application to the principles enunciated.

In the introduction to the present edition Professor Sayre observes that "One of the attractive features of the work, to those for whom it is designed, is that the language of the prescription and the terminology of medical science are incorporated in the text throughout. This manner of presentation makes the study less laborious. Our experience has been that students in pharmacy and medicine who lack a knowledge of Latin can grasp its principles much more readily by this method and their interest is more easily secured from the beginning."

A BUNCH OF EDITORS.—These are some of the representatives of the pharmaceutical press in attendance at the recent meeting of the American Pharmaceutical Association. Seated in front are Caswell A. Mayo, of the *American Druggist*, and Miss Florence Yaple, of the *American Journal of Pharmacy*. Standing in the rear are (reading from the left) J. W. T. Knox, of the *New Idea;* E. J. Kennedy, of the *Pharmaceutical Era;* Harry B. Mason, of the BULLETIN OF PHARMACY; Dr. H. M. Whelpley, of *Meyer Bros. Druggist;* and Joseph Helfman, of the BULLETIN OF PHARMACY. Lest it may be thought that Brer Knox is a jockey, or that editors in general are somewhat informal in the choice of headgear, it may be explained that the picture was taken on a boat-ride and that a fierce wind made caps a necessity. M. I. Wilbert, of Philadelphia, "pressed the button."

Modern Materia Medica and Therapeutics. By A. A. Stevens, A.M., M.D., Lecturer on Physical Diagnosis in the University of Pennsylvania; Physician to the Episcopal and St. Agnes Hospitals, Philadelphia. Third Edition. Enlarged, Rewritten, and Reset. Octavo of 663 pages. Cloth, $3.50 net. Philadelphia: W. B. Saunders & Co., 1903.

Since the appearance of the last edition of this book such rapid advances have been made in materia medica, therapeutics, and the allied sciences, that the author has wisely rewritten the entire work. He has altered the general plan of the book considerably, and instead of considering the drugs in alphabetical order, as in the previous editions, has classified them according to their pharmacological action. This arrangement, notwithstanding the present unsettled state of pharmacology, possesses certain advantages in that it aids the student to correlate established facts, and to apply them more readily to the treatment of disease.

The part devoted to therapeutics has evidently undergone a thorough revision; and we note that all the newer remedies which have been shown by competent observers to possess real merit, and to be worthy of a more extended trial at the hands of the profession, have been considered. Indeed, the work is in every particular thorough and accurate, and its title, Modern Materia Medica and Therapeutics, is fully justified. We heartily commend the work to students and practitioners.

The more the busy man reads the *Literary Digest* the more he gets to depend upon it to keep him thoroughly informed of the world's progress of the moment. One can scarcely be well read on current topics without it.

PERSONAL.

AN ENVOY EXTRAORDINARY.

The practice of diplomacy, and the need for diplomatic abilities, are by no means limited to the activities of national governments; and we do not deal merely in fanciful language when we speak of Fred M. Odena as having for nearly twenty years represented Parke, Davis & Co. in the responsible capacity of Minister Plenipotentiary at the Court of His Serene Majesty, the Jobber. And a successful diplomat has Mr. Odena been. His chief characteristics are a certain quiet and unassuming nobility of character, a native integrity, a real inability to perform an act which isn't honorable or just or kind. Is it cause for surprise, then, that he has won and maintained the esteem and the confidence of the jobbers of the country?

FRED M. ODENA.

Mr. Odena's whole life has been spent in the drug trade. Beginning an apprenticeship in a retail store in Atlanta before the war, and being compelled, together with his parents, to leave the city when it was occupied by General Sherman, he continued his experience in the drug business in Cincinnati. Ere long the opportunity came to "carry the grip" for the then youthful house of Parke, Davis & Co. This was in 1878, and his success was such that before many years Mr. Odena was given the important task of calling on the jobbing trade—a task which he is still performing in this year of grace. Meanwhile his home has been in Detroit, and here he comes four or five times a year. A devoted family man, loving his home ardently, the one grief of his wandering life has been the enforced absence from his wife, his two children, and the little grandchild which has recently been added to the family circle.

It was only a short time ago that Mr. and Mrs. Odena celebrated their silver wedding, and among the many tributes which the event brought forth was one that came with the "affectionate congratulations of his old pals" in the Detroit office of Parke, Davis & Co.—a silver tea-set, contributed by five or six associates of many years' standing.

THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, *P. O. Box 484, Detroit, Michigan.*

A Word to Correspondents, and Incidentally to "B. F. M."

Correspondents will confer a great favor, and materially aid the editor of this department, if, when asking for formulas or other information, they will supply what knowledge they already have—at least give a description of the article involved, its uses, etc. As a case in point, B. F. M. wants a formula for a preparation evidently with a local reputation only (as we are unable to find it mentioned in the Chicago or New York price lists), but says not a word as to its character or uses. Sorry we are unable to supply the desired information.

Pile Ointment.

J. W. A.—We have no information as to the composition of the two ointments you wish formulas for. As a rule this class of remedies are composed of an astringent and anodyne or other palliative, with or without tar. We append two formulas that we have tried and found satisfactory:

(1)	Powdered opium	10 grains.
	Powdered galls	20 grains.
	Oil of tar	15 drops.
	Petrolatum	1 ounce.

Mix.

(2)	Gallic acid	40 grains.
	Carbolic acid	12 drops.
	Extract stramonium	10 grains.
	Lanolin,	
	Petrolatum, of each	½ ounce.

Mix.

We can recommend either of these ointments. When properly applied the results follow!

Itching or external piles are relieved by applying the ointment with the finger, but in bleeding, blind, or ulcerated conditions it is necessary to apply the remedy up in the rectum. Various expedients are used for this purpose, such as the use of pile pipes, or smearing cotton plugs with the ointment and in-

serting them. Both of these methods are good; they apply the remedy where it is needed, at the same time dilating the return, which is beneficial. The simplest and most satisfactory method in our experience is that of putting the ointment in collapsible tubes and giving with each a pile-tube attachment—a metal cone having perforations along its sides, that screws on the tube in place of the cap. By inserting this cone in the rectum and squeezing the bottom of the tube the ointment is applied directly to the source of trouble without inconvenience.

In closing the tubes after filling them be sure and make two folds. If not securely closed the ointment will be forced out of the bottom; some people will squeeze the tube in the middle, no matter how often you tell them to squeeze from the bottom.

Alterative Bitters.

J. E. K.—We do not know the composition of the article you mention, but we believe you will find the following as good or better for general use:

Fluid extract of hops	16 fluidounces.
Fluid extract of red cinchona bark	8 fluidounces.
Fluid extract of sarsaparilla	6 fluidounces.
Fluid extract of hydrastis	6 fluidounces.
Fluid extract of podophyllum	4 fluidounces.
Oil of wintergreen	6 fluidrachms.
Oil of sassafras	3 fluidrachms.
Oil of peppermint	2 fluidrachms.
Oil of lemon	2 fluidrachms.
Sugar	6 pounds.
Alcohol	2 gallons.
Water, enough to make	12 gallons.

Mix the alcohol with seven gallons of water, add the fluid extracts and oils; dissolve the sugar in the mixture and add water to make 12 gallons; let stand a few days and filter.

If desired, the drugs in coarse powder may be used in place of the fluid extracts, percolating with the menstruum, dissolving the oils and sugar in the percolate, and adding a sufficient quantity of water to make the required amount.

Catarrh Jelly.

J. S. F.—A preparation similar to the one you mention may be made from lily-white petrolatum with one-half fluidrachm of oil of eucalyptus to the ounce. The following formula is also a good one:

Powdered boric acid	20 grains.
Menthol	10 grains.
Thymol	5 grains.
Eucalyptol	10 drops.
White petrolatum	1 ounce.

Almond Cream; Cucumber Milk; Book of Formulas.

J. E. K.—We published an excellent formula for almond cream in this department last month.

CUCUMBER MILK.

Oil of sweet almonds	1 fluidounce.
Cucumber juice (fresh)	20 fluidounces.
Powdered Castile soap	½ ounce.
Tincture of benzoin	30 drops.
Essence of cucumber	6 fluidounces.

Mix the oil and powdered soap in a mortar, make an emulsion by gradually adding the mixed juice and essence; lastly add the tincture of benzoin.

Cucumber juice is made by slicing any convenient number of cucumbers, placing them in a pan, adding a small amount of water (sufficient to keep from burning), and heating until the cucumbers are reduced to a pulpy mass. Remove from the fire, and when cool enough to handle strain with pressure through muslin.

The cucumber essence is made by mixing the juice with an equal volume of alcohol.

FORMULA BOOKS.

One of the handiest and most reliable books on toilet preparations is by Madame "Qui Vive," published in Chicago. There are also books on perfumery and toilet articles by Snively, Christian, and others.

Contributed Formulas.

DANDRUFF CURE.
(C. R. Burnette, Blanchard, Ohio.)

Resorcin	6 drachms.
Salicylic acid	20 grains.
Bay rum	1 pint.

Mix.

Mr. Burnette says the salicylic acid prevents the resorcin from turning the hair a lighter color. He puts the preparation up in a fancy two-ounce bottle, and sells it at twenty-five cents. Directions: Rub well into the scalp, two or three times a week. Mr. B. says: "I have given this product a personal test and consider it the best preparation of the kind on the market."

ANTI-BUG SPECIFIC (FOR CARPETS).
(W. D. Hart, Bradford, Pa.)

Alum	1 ounce.
Chloride of zinc	1 ounce.
Chloride of soda	3 ounces.
Water	3 quarts.

Mix.

Use by sprinkling around the edge of carpets.

QUERIES.

Important Notice: We are only too glad to furnish desired information in these columns. But our department of Queries is dedicated to the welfare of all our subscribers, not simply to that of inquiring correspondents. For this and for other obvious reasons questions will be answered only in this department —we cannot undertake to reply by mail. Inquiries must reach us before the 21st of any month if answer be desired in our next succeeding number; the inquirers must be regular subscribers; names and addresses must be affixed to all communications, though, of course, they will not be printed.—THE EDITORS.

Mercuric Chloride and Fowler's Solution in Combination.

J. W. H. presents the following prescription for criticism, stating that the compounding of the mixture resulted in a precipitate, and asking what this precipitate was composed of:

Mercuric chloride	1 grain.
Fowler's solution	2 drachms.
Compound tincture of cinchona,	enough to make 4 ounces.

The reaction which occurs between corrosive sublimate and Fowler's solution depends upon the proportions of each employed. In general it may be said that under certain circumstances mercuric arsenite is formed, and is dissolved in a solution of potassium arsenite. The potassium carbonate in Fowler's solution will form a mercuric oxychloride. Arsenites, in the presence of the alkali (potassium carbonate), reduce mercuric compounds to mercurous compounds and then to metallic mercury, the arsenites being oxidized to arsenates. Fowler's solution (or in fact any alkali) will precipitate alkaloids from their solutions. In the case of the foregoing prescription, we would advise the use of solution of arsenous acid in the place of Fowler's solution—that is, of course, if the physician's consent can be secured.

A Green Coloring Agent for Alkaline Solutions.

D. M.—Assuming that you want a vegetable agent, we may recommend tincture of spinach. This should be made of alcohol, and should have a drug strength of 25 per cent. If the preparation which it is intended to color is aqueous in nature, the color will be a bright green. If you desire a mineral dye, it would be better to correspond with some house making a specialty of aniline coloring solutions. It is much better to buy these solutions ready prepared than it is to secure the dye and endeavor to make them yourself. In this connection we may refer you to an article on the subject of coloring agents which appeared in the July BULLETIN from the pen of Professor Scoville.

A Prescription Difficulty.

G. W. P. presents the following prescription for criticism:

Potassium carbonate	2 drachms.
Iron sulphate	2 drachms.
Saccharin	1 drachm.
Extract of nux vomica	3 grains.
Quinine sulphate	24 grains.

G. W. P. has had some consultation with the prescriber, and he wants to know the best method of dispensing this combination. Replying, we may point out that if the powders are mixed in a dry condition no chemical reaction will ensue. In the presence of moisture, however, the potassium carbonate and the iron sulphate will react and form ferrous carbonate. Replying to a specific question put by G. W. P., it may be stated that it is unnecessary to mix the articles in an iron mortar, or, if the mixture is dry, to allow it to stand. In the presence of moisture, on the other hand, carbon dioxide will be evolved and time must be allowed for the complete reaction and for the escape of the CO_2 gas. If the mixture were dispensed in the form of a solution, the alkaloids would be precipitated by the excess of potassium carbonate. Saccharin is not necessary in this prescription, but plain sugar would be desirable in preventing the oxidation of the ferrous carbonate into the ferric form of iron. Finally, the prescription is best put up without any chemical reaction by excluding moisture. Use dry ferrous sulphate.

A Veterinary Prescription.

T. J. P. submits the following prescription for criticism:

Corrosive sublimate	2 drachms.
Potassium iodide	1 ounce.
Copper sulphate	6 drachms.

Mix and make into 40 powders. Give one powder twice daily.

Copper sulphate, especially the commercial article, usually has an acid reaction. This causes the liberation of iodine from potassium iodide. At first copper iodide is formed, but finally the powder becomes red from the formation of mercury iodide. This change does not involve any danger to life, and, so far as safety is concerned, the prescription may be dispensed as written. Mercury iodide is of course less toxic than corrosive sublimate.

Dry Fire Extinguishers.

A. H. and D. L. W.—This subject was covered on page 350 of the BULLETIN for August of the present year.

Tan Shoe Polish.

A. S. O.—The following formula will doubtless prove satisfactory:

Yellow wax	½ ounce av.
Oil of turpentine	2 fluidounces.
Soap shavings	280 grains.
Fish oil	8 fluidounces.
Borax, in fine powder	275 grains.
Glycerin	9 fluidounces.
Yellow ocher	3 ounces av.

Melt the wax, and add the oil of turpentine. With the fish oil incorporate the borax previously dissolved in the glycerin, add the yellow ocher, and then the wax solution; now add the soap shavings; heat the whole on a water-bath until dissolved, and stir until cold.

Formulas for black polishes have been printed in the BULLETIN several times during the present year, and may be found upon reference to the monthly cover indexes. The formula for a liquid shoe polish was printed on page 439 of the BULLETIN for October, 1902.

Rendering Cloth Non-absorbent to Water.

R. G. K.—The following process is the one generally used to achieve this purpose: Take 2 ounces of soap, 4 ounces of glue, and 1 gallon of water. Soften the glue in cold water, and dissolve it, together with the soap, in the water by means of heat and agitation. Fill the cloth with this solution by boiling it in the liquid for several hours, the time required depending upon the kind of fiber and the thickness of the cloth. When properly saturated, wring the excess of liquid out, expose the cloth to the air until it is nearly dry, and then digest it for from five to twelve hours in the following solution:

Alum	13 ounces.
Salt	15 ounces.
Water	1 gallon.

Finally, wring the cloth out, rinse it in clean water, and dry it at a temperature of about 80° F.

To Prevent Water from Freezing.

D. L. W. makes a liquid for use in extinguishing fires. It is aqueous in nature, and he wants something to mix with it so that it will not freeze during the winter. Replying, we may say that all that is necessary is plenty of salt. This is the substance always employed for such purposes.

Secretary of the Chicago Drug Clerks' Association.

J. G. S.—The name and address of the recording secretary of the Drug Clerks' Association of Illinois is Frank J. Hoey, Room 7, 94 Dearborn Street, Chicago.

Cleaning Wax.

M. J. Z.—Melt the wax in a jar, and put into it powdered sodium nitrate in the proportion of one ounce to the pound of wax. Then add, by degrees, two ounces to the pound of sulphuric acid, diluted with ten times its weight of water, keeping the wax warm and stirring the while. Let it stand a short time, and then fill up the jar with hot water, and allow the whole to cool. The wax should then be white. Afterwards wash it with water to remove any nitric acid that may remain, as it would make the wax yellow.

Are Doctors Compelled to Answer Calls?

F. J. T.—So far as we know there is no law in any State compelling a physician to answer the call of a patient. On the contrary, the Supreme Court of Indiana rendered a decision last year which indicated that physicians are free to do as they please in the matter. If you are interested in the details of this decision, we would refer you to page 401 of the BULLETIN for October, 1902.

Pepsin in Acid Solution.

J. W. H. has discovered that a precipitate forms on standing in the following prescription:

Dilute hydrochloric acid	2 drachms.
Essence of pepsin, enough to make	2 ounces.

The precipitation is due to the excess of acid. Moreover, it is not the pepsin whch is precipitated, but the other albuminoids.

Antiseptic Solution.

H. M. V.—One of the best of the recently published formulas for an antiseptic solution is that of Prof. W. L. Scoville. It will be found printed on page 80 of the BULLETIN for February of the present year.

A Disinfectant.

W. B. A.—An excellent formula for a disinfectant is printed this month in the department of "Practical Pharmacy." Prof. W. L. Scoville is sponsor for it.

Detannating Port Wine.

F. W. C.—A process was mentioned on page 264 of the BULLETIN for June of the present year.

L. G. D.—We are unable to give you a formula for the proprietary preparation named.

THE SCRAP BOOK.

PARTICULAR attention is called to Chas. Pfizer & Co.'s brand of Rochelle salt and Seidlitz mixture, as maintaining the standard of purity and excellence. Their Seidlitz mixture, particularly, is considered by the most careful manufacturers of Seidlitz powders to be a most desirable article to use, owing to its uniformity of whiteness and dryness, and also its unvarying U. S. P. standard.

HE: "And what would my little wife do without her hubby?"

SHE: "I can't say for the moment, dear. I should have to read up 'Etiquette for Young Widows.'"

MACOMB, ILL., June 13, 1903.

Century Cash Register Co. Ltd., Detroit, Mich.:

GENTLEMEN—After using your "Century" register three months I cannot speak too highly or in every sense of the word praise it enough, and I can further truthfully say I would not take ten times the sum paid for it, if I could not purchase another just like it, and I want another just like it for my hardware store. Ship it at once and be sure to send the "Century," as it is the "only" machine.

Yours truly, ALBERT LINDSEY,
The South Side Grocery Store and
The West Side Hardware Store.

"JOHNNY, are you going with your mamma across the ocean?" "Yes'm." "Aren't you afraid?" "Nome; ain't afraid of nothin'. I've been vaccinated an' baptized."

(*Department continued on advertising page 24.*)

$6.60 FOR $2.25

WITH ONE DOZEN DR. DRAKE'S GERMAN CROUP REMEDY, AT $2.25, WE GIVE TWO DOZEN TEN-CENT SIZE

FREE

One dozen 35c size retails for $4.20, and two dozen 10c size retails for $2.40, total $6.60. The cost is only $2.25, making a net profit of $4.35—nearly 200 per cent. : : : : : : :

With every order we give a GUARANTEE to refund the money in any case where the *German Croup Remedy* fails to give satisfaction. : :

Attractive advertising, with your name on, furnished with your order. : : : : : : : : :

THE GLESSNER MEDICINE CO.,
SOLE PROPRIETORS
FINDLAY, :: OHIO.

H. ROBERTS & CO.,

Wholesale and Retail
DRUGGISTS,

FLORENCE AND ROME, ITALY,

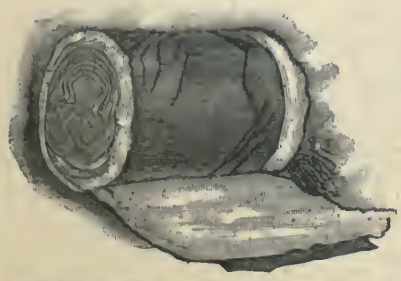
Have exceptional opportunities for placing Specialties and Manufactured Products allied to the Drug Trade on the Italian market.

Write at once to the Head Office,

Via Tornabuoni 17, FLORENCE, ITALY.

Largest Absorbent Cotton Manufacturers in the World.

PURE ABSORBENT COTTONS



With Blue Tissue Paper between layers, prepared under strict Pharmaceutical rules.

Excelsior Brand. Pronounced by Surgeons, Dentists and Chemists to be unsurpassed in excellence.
Standard, or Hospital Brand. For popular use in Hospitals, Asylums, Sanitariums, Dispensaries.
Sanitary Cotton. Invaluable in maternity cases and considered a boon both to patient and physician. A grade especially adapted to manufacturers of Antiseptic Materials, Bandages, Serviettes, Pilches, etc.
Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

"CIRCLE A."

A

PRESCRIPTION CORKS

"CIRCLE B."

B

ARMSTRONG CORK COMPANY.

JOBBERS SELL THEM.

THE NEW YORK MARKET.

ADVANCED.—Balsam Peru; Canary Seed; Coriander Seed; Carnauba Wax; Cantharides; Cod-liver Oil; Ergot; Ginseng Root; Golden-seal; Hemp Seed; Nitrate of Silver; Oil of Cloves; Oil of Peppermint; Oil of Spearmint; Shellac; Spermaceti; Senega Root; Sarsaparilla (Mexican).

DECLINED.—Cascara Sagrada; Citric Acid; Juniper Berries; Menthol; Oil of Wormwood.

The long list of advanced quotations shows an awakened interest in the market and increased demand. On certain lines no little excitement has developed during the week, and in all directions greater activity in trade is noticeable.

OPIUM at present does not enter into this activity, the market being very quiet and with no interesting features. Demand has been light, and the views of holders are without any firmness.

MORPHINE.—There is no change in quotations, with only fair demand, business being confined to sales in small quantities.

QUININE.—Demand is mostly for jobbing quantities, though a fair consuming demand exists. It is thought that Java is not in very plentiful supply; holders are therefore very firm in their views, and the market is strong.

COD-LIVER OIL.—The price still remains very high, with the tendency of the market still upward. Very little Norwegian seems to be available, and with the fall consuming demand upon us there is no possibility of lower prices.

ESSENTIAL OILS.—The last week closed on a high market on Peppermint Oil, the article having advanced daily during the week. Large sales were made for export, and the product in bulk is in light supply, the principal western holders having withdrawn from the market for the present. Oil of Cloves made a sharp advance owing to the strong position of the spice. The advance in Spearmint is due to lack of supplies. Wormwood is the only article on the list which has suffered a decline. On Messina Essences the market is weak and without interest.

ROOTS.—Golden-seal is very firm, with an upward tendency. The market is also firm for Jamaica Ginger. Ginseng is quoted higher, owing to scarcity of supplies. Ipecac is very dull, but with quotations as yet unchanged. Jalap is firmly held, and the market for Senega is very active, with quotations higher.

SHELLAC.—The market is high, with strong upward tendency, the article being in active demand; and from London is reported an active speculative demand with quotations high.

MENTHOL has declined slightly in price, in sympathy with the London market.

CITRIC ACID has declined, demand being seasonably light.

ERGOT.—Prices have twice advanced during the past week, and the market is very firm. The article is in very light supply.

New York, Sept. 28, 1903.

POINTED PARAGRAPHS.—Every age develops all the heroes it needs.

There is no rest for the man who takes a vacation.

It is never too late to learn that you may be too previous.

Existence of friendship depends upon reciprocity of esteem.

Politics may not pay, but most candidates are compelled to put up.

If Ananias were living to-day he wouldn't be considered so much.

With plenty of ambition and hustle any man is equipped for wonder-working.

He who dives to the bottom of pleasure brings up more gravel than pearls.

The man who has the least character is the one who is continually trying to have it vindicated.—*Chicago News.*

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

BUFFALO COLLEGE OF PHARMACY UNIVERSITY OF BUFFALO.

FACULTY.

WILLIS G. GREGORY, M.D., Ph.G., Professor of Pharmacy.
ERNEST WENDE, M.D., B.Sc., F.R.M.S., Professor of Botany and Microscopy.
JOHN R. GRAY, M.D., Ph.G., Professor of Pharmacognosy.
HERBERT M. HILL, A.M., Ph.D., Professor of Chemistry.
EDWARD J. KIEPE, M.D., Ph.G., Professor of Materia Medica.

A Thorough, Practical, Comprehensive, Economical course in all branches pertaining to Pharmacy. *Extensive Laboratory Courses* in Manufacturing Pharmacy, Pharmaceutical Assaying, Dispensing, Analytical Chemistry, Bacteriology, Pharmacognosy, Botany, Microscopy. *160 Drug Stores in Buffalo* in which to seek *employment during the course.* For comparison with others, write postal for *Illustrated Catalogue* to

DR. JOHN R. GRAY, Secretary, 423 Prospect Ave., Buffalo, N. Y.

IMPORTED AND DOMESTIC

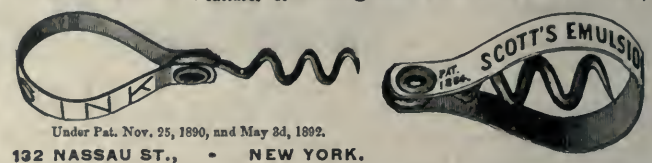
TALC AND FRENCH CHALK

ALL GRADES.

Ask for Samples and Quotations.

E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, OHIO.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,



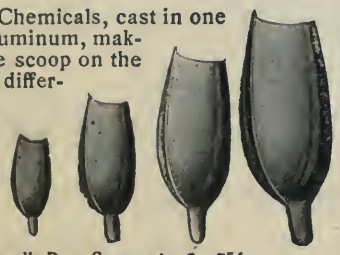
Under Pat. Nov. 25, 1890, and May 3d, 1892.

132 NASSAU ST., • NEW YORK.

CAST ALUMINUM SCOOPS

for handling Drugs and Chemicals, cast in one piece and made of pure aluminum, making them the most durable scoop on the market. We make seven different style scoops.

Jobbers will find our scoops a profitable line to sell, as well as the most economical scoop for their own use.



Write for catalogue and prices.

No. 1, size 2½ x 4½
No. 2, size 3 x 4⅞
No. 3, size 3¼ x 5⅜
No. 4, size 3⅝ x 5¾

Long Handle Drug Scoop, size 2 x 7⅝

Wagner Manufacturing Co., SIDNEY, OHIO.

TRADE-WINNING SOUVENIRS

TO SELL OR GIVE AWAY

AT OPENINGS, CARNIVALS, FAIRS, RESORTS, HOLIDAYS, ETC.

ALUMINUM TRAY.

We reproduce any picture sent us on our Aluminum Trays, Plaques, Match Safes, Calendars, etc., at $9.00 per Gross. (Send 10 cts. for 3 samples.) Churches, Schools, Public Buildings, and prominent local scenes are always good sellers. A picture of yourself or your place makes the best kind of an advertisement.

Our line of Sea Shell, China, Rustic Wood, Ruby Glass, and Faience Pottery marked souvenir of your city are unexcelled as quick sellers and give an impression that you're up-to-date.

W. E. CUMMINGS & CO., 207 State St., Chicago.

"Fishing" and the Soda-water Business.—The *Baltimore American* has the following story to tell:

"This fishin' fever seems to be contagious," said the stranger, noting the long row of anglers perched upon the creek bank. "Yes, it's contagious, all right," said the man who had been fishing four hours without a nibble, "but not ketchin'."

And that's a good deal the way it is with the soda-water business. It is "contagious," without doubt, but—through lack of proper "bait" and "tackle" (a thoroughly practical dispensing apparatus, pure, wholesome syrups and fruits, and correct methods of reaching the public and handling trade after it is secured)—altogether too frequently, not "ketchin'."

The soda-water dispenser of 1904 will—in order to work up a satisfactory trade, and hold it—be obliged to take cognizance of some matters that were very safely overlooked entirely by the dispenser of 1894, and were even more or less slighted with comparative impunity by the dispenser of two or three years ago.

One of the first things which he must give careful consideration is the demand of the soda drinking public for both attractive surroundings and absolute cleanliness and sanitation in the apparatus from which is drawn the soda beverages consumed by it. The old-style, unlovely and uncleanly soda water apparatus of past generations, as well as some of the more recent apparatus (built almost entirely for gaudy show, without special regard to practicability or healthfulness), will not now be longer tolerated by the more intelligent portion of the public. And the public is becoming every day more and more extensively intelligent.

Then, the dispenser must consider the matter of pure and wholesome fruits and syrups, for without these good palatable soda beverages cannot be dispensed.

And, "last but not least," there comes (after the question of equipment has been satisfactorily settled) the problem of acquainting the public with the service which you are prepared to give them, and the proper handling of customers, to the end that your soda-water business may become a permanent and dividend-paying department of your establishment.

One of the most important questions which the dispenser is just at the present time considering, is that of dispensing hot beverages during the winter months. A few years ago,

"MONTSERRAT" NO COMMENTS NECESSARY

LIME FRUIT JUICE

The Up-to-Date Pharmacist will judge (by scientific methods) between "MONTSERRAT" and ALL other brands.

THIS IS ALL WE ASK

"MONTSERRAT" is the UNDILUTED juice of cultivated limes. Most brands are DILUTED juice of limes in any condition. NOTE THE DIFFERENCE.

IMPERIAL EQUAL TO OTHER IMPORTED BRANDS, $2.50 DOZEN.

"MONTSERRAT" is cheaper by comparison. FROM ALL JOBBERS. $3.25 doz., F. O. B. New York.

LIVERPOOL and LONDON, Eng. MONTREAL and TORONTO, Canada. EVANS and SONS, 133 William St., New York.

BURN AIR 2500 "SYSTEMS" USED DAILY. WORLD WONDER

"IT'S CHEAP." DON'T HESITATE. WE "SHOW" YOU.

WE WANT TO MAKE YOUR STORE AS BRIGHT AS DAY!

WRITE TO-DAY—THIS "AD." COSTS MONEY.

EXCLUSIVE OWNERS AND MANUFACTURERS,

CONSOLIDATED GAS AND ELECTRIC COMPANY,

110 MICHIGAN STREET, CHICAGO, ILL.

EDISON GAS SYSTEMS

GENERATOR in STEEL box.
TANK in COAL-SHED.
GAUGE on tank shows PRESS
EVERYTHING BEST gives
"2 YARDS SATISFACTION 2"

We want you to send for "2 TWO YARDS OF SATISFACTION 2"

LIKE THIS

"It beats daylight."—D. AYKENS & SON.
"Better light than electric."—CHAS. S. BYERS.
"We guarantee to please."—MOTTO.

"hot soda" had scarcely been heard of, but during the coming season of 1903-4, many thousands of cold soda dispensers will be dispensing hot sodas to their trade, thus creating an all-the-year-round business out of that which was formerly a six months' business only. Within the last season or two the cold weather demand for hot beverages such as can be served from a dispensing counter has grown beyond what could have been considered possible by any one unacquainted with the situation, until now the question has simply resolved itself into the one of proper equipment. And in this latter connection it will certainly not be out of place to refer to the splendid line of hot soda apparatus, manufactured by The Liquid Carbonic Company, of Chicago and elsewhere.

There has just come to our hands a copy of a new hot soda catalogue recently issued by that concern, and, in looking through it, we cannot refrain from commenting upon the seemingly almost endless variety of hot soda apparatus and supplies of all descriptions shown. One outfit in particular, their No. 876.1 special complete hot soda combination, is advertised and sold at the remarkably low price of $25.00, this including a beautiful urn and all necessary equipment and supplies for the handling of a large soda-water trade for some time.

The soda-water dispenser who anticipates paying soda-water business during the winter season of 1903-4 and the summer season of 1904, will go about his "fishing" with the proper "bait" and "tackle."

If you are thinking of refitting or refurnishing your pharmacy, write for assistance to the Quincy Show Case Works, of Quincy, Illinois. These people are experts at this sort of thing, and can fit you up "brown!"

Drake's Palmetto Wine is one of the good selling products of the market. It is carried in stock by all jobbers.

The "Areandbe" detachable leaf ledger is one of the best things on the market. It is illustrated and described on advertising page 20 of this issue of the Bulletin.

Son: What's the matter, dad? You look worried.

Father (just retired from business): Well, you see, I've never been without things to worry me before."—*Detroit Free Press.*

Fig Syrup is one of the really meritorious patent medicines of the market. Moreover, the California Fig Syrup Company have always treated retailers decently and fairly. They deserve support.

Quite of Her Opinion.—Gushing Young Woman (to famous actor): "Oh, do you know, Mr. Starleigh, I'm simply *mad* to go on the stage!"

Famous Actor: "Yes, I should think you *would* be, my dear young lady!"—*Punch.*

The announcement of Fred C. Keeling, on advertising page 42, will be of interest to every druggist. Mr. Keeling exchanges the well-known brand of "Swinton Perfumes" for patent medicines which druggists may have in stock and are otherwise unable to dispose of. Swinton's perfumes have been on the market for over 50 years, and thousands of druggists have meanwhile taken advantage of Mr. Keeling's offer to accept patent medicines in payment for them.

All The Cough Syrup You Want FREE of Charge

BRONCHILINE

IS A WELL KNOWN REMEDY.
IT IS QUOTED IN ALL DRUGGISTS' PRICE LISTS.
IT HAS BEEN PRESCRIBED BY PHYSICIANS FOR FIFTEEN YEARS.
IT IS SOLD IN EVERY STATE IN THE UNION.
IT IS ADVERTISED IN MEDICAL JOURNALS.
IT PLEASES THE PHYSICIAN AND CURES THE PATIENT.

Bronchiline in Pint Bottles, $8.00 per dozen.

To enable us to do direct advertising in the interest of the Retail Trade, we make this special proposition to the Retail Druggists ONLY:

If you will send us the names and post office addresses of twelve Physicians so that we can write them personal letters telling them you, are prepared to fill their prescriptions for BRONCHILINE in pint bottles, we will send you free of charge, four dozen 3 ounce sample bottles of BRONCHILINE with each dozen pints of BRONCHILINE you order.

FOR EXAMPLE:—If you order 3 dozen Pints Bronchiline, we send you 12 dozen samples free.

The 3 dozen pints sell for - - - - - - - - - -	$36 00
After giving a sample bottle to each physician you have 11 dozen left which bring you at 25 cts. each	33 00
Total,	69 00
Less cost of 3 dozen pints - - - - - - - - - -	24 00
Profit,	45 00

You will have no trouble in disposing of the sample bottles. Our letter writing and calls of customers for larger bottles will dispose of the pints. This offer for a short time only. Terms on this proposition cash with order.

Address: B. C. N., care Neat-Richardson Drug Co., Louisville, Ky.

In buying a drug mill do not forget that the best mill manufacturers in the country are the Schutz-O'Neil Company of Minneapolis, Minn.

His Envied End.—Pschorr Brau: "Did you hear it? Weary Ike was runned over und kildt."

Munchen: "How vos it? Mit vat vos he runned over?"

P. B.: "Mit a brewery vagon."

M.: "Och, Gott! Louie, vat a lovely kind of a death vas dot!"

The people to consult when you want sprinkler tops for tooth-powder bottles, or goods of similar nature, are the Consolidated Fruit Jar Company, of New Brunswick, N. J.

The next time you need any cuts or engravings for illustrating advertising matter, do not forget that the Peninsular Engraving Co., of Detroit, Michigan, are the people to consult under such circumstances.

The Real Thing Wanted.—Christian Science Mamma: "He must imagine he has the colic."

Christian Science Papa: "I wish he'd imagine I'm walking the floor with him."—*Puck.*

An Attraction for Soda Fountains.—We print in this issue a full-page announcement from the E. S. Burnham Company of a decidedly novel, artistic, and attractive article for druggists who dispense hot drinks at soda fountains.

The first article is the "Royal" Bouillon cup with tray to match, and the second is the "Monk" Bouillon mug. Both of these articles are especial designs. Four sets of the "Royal" Bouillon cups and trays, or four "Monk" mugs, each of a different design, will be sent to any druggist dispensing hot drinks at a soda fountain who will send the E. S. Burnham Company an invoice showing the purchase of two cases pints, four dozen bottles in case, of Burnham's Clam Bouillon, from a jobber. Look at the announcement and see the different designs, and designate which you prefer, whether "Royal" or "Monk."

Either of these articles will make an exceedingly handsome addition to the Hot Soda counter, and their use will certainly increase your fountain trade.

You can not only sell Burnham's Clam Bouillon over your Hot Soda counter, but you can certainly get a large trade, by the bottle, for home use. Burnham's Clam Bouillon is recommended in the highest way by the medical profession as a strengthening beverage for invalids, children, and aged people, as well as a delightful every-day refreshment. It has

Doing One Thing Well.

In order to maintain regular prices we adhere to the "rebate contract plan."

We manufacture an excellent laxative remedy and advertise extensively to make business for the drug trade and ourselves.

We do not claim to excel in other things, but we endeavor to do one thing well and to give satisfaction to the trade.

We appreciate the friendly interest which druggists generally have taken in the sales of our remedy, Syrup of Figs, and we thank them most cordially. We are,

Yours truly,

San Francisco, Cal. Louisville, Ky.
New York, N. Y.

California Fig Syrup Co.

for years been extensively advertised and is a quick seller. When made according to the directions given on the bottle it is exceedingly palatable, and is a ready seller both at the Hot Soda fountain and for home consumption.

Would suggest that you act at once on this offer as the ad. will probably not appear again, and only a limited number of the article mentioned will be given to the trade.

THE well known merits of the "Circle A" and "Circle B" brands of prescription corks have been mentioned so often that it seems almost a waste of breath to speak of the subject again. These corks are universally recognized as being the best in the market.

SHE (time 11 P.M.): Are you aware of the fact that I am a mind reader?

He: No, indeed. But to put you to the test, tell me what I'm thinking of."

"You are thinking of starting for home immediately."—*Chicago Daily News.*

THE examinations which are made from time to time of goods purchased in drug stores often show that distilled water is full of impurities. This condition of things is absolutely inexcusable. Distilled water is a product in pharmacy of the utmost importance, and should always be pure and fresh. The druggist should distil it himself, and should do this frequently in order that the product may have no time to become contaminated. One of the best stills for the purpose is the Sanitary Still, made by the A. H. Peirce Mfg. Co., of 140 N. Green Street, Chicago, Ill. This still is shown on advertising page 2 of the present issue of the BULLETIN.

Do not forget that Rosengarten & Sons are, with one exception, the oldest house of manufacturing chemists in the country. This speaks volumes in itself.

EVENING UP.—Briggs: "How can Stickney cut up so, with his wife in a sanitarium?"

Griggs: "He considers himself and wife as one, and he is having just as much fun as possible, to make up for her lack of it."—*Life.*

AN UP-TO-DATE PHARMACY.—Here is a letter which tells its own story:

HAMBURG, ARKANSAS, Aug. 5, 1903.

L. K. Eastman, Detroit, Mich.:

DEAR SIR—Enclosed find check for fifteen dollars for capsule filler sent us on trial. The filler is all you claim for it, and we would not be without one for five times the price.

Respectfully,
J. H. & E. W. PRYOR.

"HE used to take me to the theatre every other evening or so, but one evening when we were sitting in the parlor I foolishly allowed him to kiss me."

"What has that to do with the theatre?"

"Well, now he wants to sit in the parlor all the time."—*Philadelphia Press.*

THE regular monthly advertisement of the Whitall Tatum Company should always be of interest to the readers of the BULLETIN. These advertisements are invariably printed on the first advertising page of the journal. This month engravings are shown of a nebulizer and a single-cell dry battery.

THE LARGEST MAKERS OF TIN BOXES OUTSIDE OF THE TRUST

If our work were not better, shipments prompter or prices lower than anyone else's the proprietors of the following well-known preparations would not buy tin boxes from us.

Cascarets (Candy Cathartic) — Huyler's (Cocoa) — Oatine (Face Cream) — Sanitol (Tooth Powder)

Dr. Charles (Flesh Food) — Maltsanta (Malt Diastase Co.) — Oliver (Ribbons) — Tetlow (Mfg. Co. Talc)

Gre-Solvent (Miles Ahead of Soap) — Mohr's (Shoe Polish) — Runkel's (Cocoa) — Vaseline (Chesbrough Co.)

Don't hesitate to write for samples, quotations or any other information. If you ask, we will send free of charge, a very useful little tin desk reminder called "DO IT NOW."

AMERICAN STOPPER COMPANY,
171 WATER STREET, BROOKLYN, N. Y.

THE LARGEST MAKERS OF TIN BOXES OUTSIDE OF THE TRUST

WHENEVER you need any special bookbinders for any particular kind of bookkeeping, write for specifications to Wm. Suckert's Sons, Detroit, Michigan.

THE "Smith-Premier" typewriter is known wherever typewriters are used. No machine is superior to it. None is more generally employed. Do not forget the "Smith-Premier" if you are thinking of buying a machine.

"DON'T you think that young man is afflicted with a swelled head?"

"No," answered Miss Cayenne; "he's not afflicted with it; he enjoys it."—*Washington Star.*

WE have before us one of the most wonderful catalogues which it has ever been our privilege to examine. Too much cannot be said in praise of it. It contains over 600 pages—and the pages are more than double the usual size. Furthermore, this catalogue is copiously illustrated, and is issued every month in the year. Who is responsible for it? Butler Bros., of Chicago. This house is aptly described by the phrase, "wholesale department store." Everything is kept in stock which the druggist or the general dealer can possibly want—that is, of course, everything outside of drugs. And when we say "everything," we mean just that. It would be hopeless to enumerate all of the things which the catalogue before us contains. We shall not attempt the task. Jewelery, crockery, school supplies, hardware, stationery, clothing, photographic material—all these and thousands of other things are illustrated and described in this really wonderful catalogue. Every druggist should at once drop a postal to Butler Brothers, of Chicago, Ill., asking for a copy of "Our Drummer."

WIDE-AWAKE druggists are always looking for some novelty to put in the window. They realize that the window is the best advertising medium they have. Just consult the instrument shown on advertising page 30 of this issue of the BULLETIN. It will interest you.

THE PRIZES AWARDED.—The Judges in the U. S. Playing Card contest, which closed June 30, 1903, have just rendered their decision and awarded prizes as follows:

First Prize—$200.00. The Mabley & Carew Co., Cincinnati, O.

Second Prize—$100.00. Louis Einstein & Co., Fresno, Cal.

Third Prize—$50.00. Hegeman & Co., 200 Broadway, New York, N. Y.

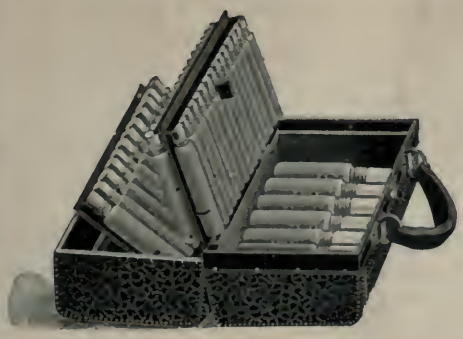
Fourth Prize—$25.00. Fred Seckel, Cleveland, Ohio.

$10.00 Prizes. Simmons Hardware Co., St. Louis, Mo.; Loring, Short & Harmon, Portland, Maine; W. E. C. Harrison & Sons, Baltimore, Md.; Z. T. Baltzly, Massillon, Ohio; Geo. B. Evans, Chas. H. White, 8th and Arch Sts., Philadelphia, Pa.

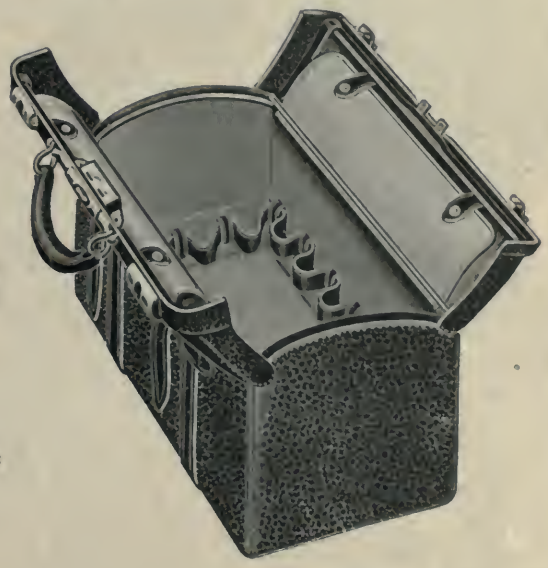
$5.00 Prizes. Denholm, McKay Co., Worcester, Mass.; Fred Brundage, Muskegon, Mich.; Wm. H. Hoskins Co., 904-6 Chestnut Street, Philadelphia, Pa.; Iver Johnson Sporting Goods Co., Fitchburg, Mass.; Burr Bros., Rockford, Ill.; Pohl & Shephard, Fremont, Neb.

Special Prize—$50.00. Edward H. Mitchell, San Francisco, Cal.

Meanwhile a new contest began September 1 and will be continued until June 30, 1904. Every druggist who handles playing cards, and who prides himself upon his skill as a window dresser, should avail himself of this excellent opportunity. Write for particulars to the United States Playing Card Company, Cincinnati, not forgetting to mention the BULLETIN OF PHARMACY.



It's Good Business Policy to Remember the Doctor Occasionally, Especially so at Holiday Time.



What better gift can you make than a nice

MEDICINE CASE or a FINE BAG

We have all kinds and styles, all the way from 75c. to $20.00 each.

CATALOGUE FREE ON APPLICATION.

WESTERN LEATHER MFG. CO.,

51 Wabash Ave., CHICAGO.

THIOCOL ROCHE is one of the best remedies of the day for phthisis and chronic coughs. It is a chemical of the modern synthetic type. Merck & Co. are its sponsors.

THE Mead Drug Mills have advantages over all others, and are particularly adapted for use in drug stores. Send for illustrated catalogue, mentioning the BULLETIN, to Mead & Co., 20th St. and M. C. R. R. Station B, Detroit, Mich.

LACKED EXPERIENCE—Mamma: "Don't let me catch you in a lie again, you naughty boy!"

Johnny: "I won't if I can help it; but I haven't had the experience that pa has had."—*Boston Transcript.*

CAFFEINE, chloroform, quinine—these are the three great specialties of the Roessler & Hasslacher Chemical Company, of Chicago and New York. If you specify "R. & H." in ordering any of these three articles, you will never make a mistake.

THE Buffalo College of Pharmacy is one of the really good institutions of the country. Dr. John R. Gray is the secretary, and his address is 423 Prospect Ave., Buffalo, N. Y. Prospective students would do well to drop Dr. Gray a postal, asking for an illustrated catalogue of the college.

UNQUESTIONABLY the line of holiday perfumes being shown by Stearns' salesmen this year is far ahead of anything they have hitherto had, besides being the finest assortment of packages to be seen this season. It is of importance, too, that the range of prices is quite reasonable so that in stocking this line the dealer can have a very attractive assortment without tying his money up in goods that are too high-priced to sell readily. Write and ask "Stearns, Perfumer, Detroit," to send full information concerning this beautiful line.

OUR COLLEGE BOYS.—In the football suit: Charlie, you were drunk last night.

"By Jove, old chap. That's awfully good of you to say so!" —*Life.*

HERE is an announcement which will appeal to every American manufacturer who desires to create a market for his goods in foreign countries. Roberts & Co. have exceptional opportunities for placing specialties in the Italian market. If you are at all interested write at once to them at Via Tornabuoni 17, Florence, Italy.

Make Your Store and Windows Attractive

SET UP A

Color-Reflecting Self-Propelling Window Light

Most Elegant Appearance.
High-Polished Brass.
For Electricity, Oil or Gas.
Most Interesting Physical Work of Art.

Does Away with Show Globes

You will have a crowd in front of your windows all day.

It is the Best and Everlasting Advertisement Out.

DESCRIPTION.—Before an artfully constructed large mirror-reflector a beautiful globe covered with magnificent stones in different colors is supported on chains by a fan-wheel, which runs with its steel point in a jewel knob. The light has its place in the center of the globe, wonderfully glittering and shining through the colored stones and the skillfully placed openings in the metal parts of the globe. The heat of the light brings the fan-wheel into rotation and the globe revolves at a high rate around the light. The whole mirror-screen is covered with the reflecting of the bright stones, always running from left to right and always changing the colors.

The whole effect is one of such unspeakable beauty that no picture is able to give a description of it; the colors move like in a kaleidoscope, but have such a splendor that every comparison is displaced.

Price for Either Oil, Gas or Electric Light, $25.

FREIGHT PREPAID TO ANY PART OF THE U. S. IF CASH ACCOMPANIES THE ORDER.

Glogau's Brass Works, 17 Quincy Street, Chicago.

THE BRILLIANT GAS LAMP

Halo 500 Candle Power

should be in every Village Store, Home and Farm House in America. They don't cost much to start with, are better and can be run for less than ¼ the expense of kerosene, electric light or gas. Gives 100 candle power gas light at

LESS THAN 15 CENTS A MONTH.

Safe as a candle; can be used anywhere by anyone. Over 100,000 in daily use during the last 5 years and all are good.

The operation of our gasoline lighting system is so free from objections found in other systems that by many it is preferred to the individual lamp.

WRITE FOR CATALOGUE.

100 Candle Power

BRILLIANT GAS LAMP CO.,
42 State Street, · CHICAGO, ILL.

THE Vernal Remedy Company are very anxious to have druggists write them. Their request will be found on advertising page 33.

"MOORE'S UNIVERSAL SPRING APRON" is one of the most convenient things that the druggist can use. It can be put on or taken off instantly. It is manufactured by E. C. Moore & Son, of Detroit, Michigan.

"NEW-SKIN"—this has now become one of the best counter sellers handled by the drug trade. It seems rather superfluous to explain at this late day what this product is. Everybody certainly knows what it is—the best waterproof liquid court plaster on the market.

DR. TIPP: Harris is a funny fellow; he cut up quite nasty when I told him of the addition to my family this morning.

Dr. Topp: Did he?

Dr. Tipp: Yes; I thought, as he had so many children of his own, that he would be glad to hear of it.

Dr. Topp: Ah, that explains it.

Dr. Tipp: What do you mean?

Dr. Topp: He doesn't like any one to talk shop to him.

THE COMING STORM.

Tremendous forces are gathering in the social and industrial worlds. For a century or more they have been accumulating, concentrating, assuming head and direction. Like great cyclones and tornadoes, they will soon reach their culmination and burst down upon us with savage fierceness. What will be the result?

Before the day of the machine and the factory there were no centralized powers in the industrial world. The processes of production and mercantile distribution were carried on by individuals; and the industrial energies were thus so scattered and disseminated that no great strength existed at any one point. But gradually the conditions changed. The machine came. The small shops of two or three workers began to give way to the factories of two or three hundred. These factories grew in number and increased in size. Larger and larger numbers of men were gathered under the same roof.

Keeping pace with this change, too, was another development of equal significance. In the days of the small shop perhaps half, certainly a third, of the workers owned the tools of production. But now a sharp division came. Two new classes appeared on the scene—the capitalists and the laborers. The faster the factory system grew, the greater became the development of both these classes, and the sharper the line of division between them. Having a common origin, for a time the two streams ran side by side, their waters intermingling; but as they proceeded they became more and more separated, and to a greater and still greater degree developed their own peculiar characteristics.

Thus two great forces have been born into the industrial world within the last century. Each year they have drifted farther and farther apart, and each year they have increased in volume and intensity. On the one hand the factories have

U.S. BARKEEPERS FRIEND METAL POLISH

USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD

become larger and larger; and the "trust" has appeared and brought a dozen, perhaps a hundred, factories together. On the other hand labor unions have grown greater and greater; and, trust-like, they have been more and more brought into national coöperation and organized control. The clouds have slowly been gathering; gradually they have become more and more massed, more and more centralized. The tornado stage will in time be reached, and that the storm will sweep down upon society with tremendous power and with great destruction seems certain.

It seems also quite certain that chaos and confusion will for a time reign supreme. An industrial revolution is likely to develop with forces scarcely less strong than those unloosed in the political revolution of France. But will there be a reign of terror? Will there be bloodshed and riot and universal disturbance? Will the passions of men run mad, and law and order be abandoned?

This appears to be Herbert Spencer's prediction, and it cannot of course be asserted with positiveness that he is either right or wrong. But this much is certain: There is but one factor which can prevent an industrial and social war of unparalleled fierceness and hatred, ruinous in its operations, and theatening the absolute destruction of our institutions. This one factor is the spirit of the brotherhood of man—the spirit which Jesus Christ shed abroad in the world nearly two thousand years ago. It is the slow but sure growth of this spirit—the spirit of interest in one's brother men, of concern for their welfare, of unselfish regard for their well-doing, of mutual sacrifice and mutual service—it is this spirit which has gradually, after centuries of change almost snail-like in movement, given us a larger and larger measure of civil democracy, of political democracy, of religious democracy. Will it likewise proceed a step further and give us industrial democracy? Will it develop fast enough to prevent an industrial revolution, or to save that revolution from going to excessive lengths? Will it finally bring into a peaceful harmony the tremendous forces that are ominously gathering in the sky, and cause the sun to throw his radiance over all things upon the earth?

HARRY B. MASON.

IN getting out advertising matter druggists often need some kind of a "duplicator" with which to make any number of copies of a pen or typewritten circular or letter. A cheap and satisfactory instrument of this kind is shown on advertising page 5 of the present issue of the BULLETIN. This is the Daus "Tip-Top" duplicator.

"MAMMY," said pickaninny Jim, "I's gwine to be one er dese hypnotizers."

"What's dem?"

"You look somebody in de eye, an' he des nach'ly goes ter sleep."

"Well, don't you go was'in' yoh time. Dah's sleepfulness nuff in dis here worl' and—," she paused suddenly, and after a moment of thought added: "Jimmy, does you 'magin you could do dat to a chickin?"

The Most Unique and the cheapest advertising device yet introduced. Millions sold. Carries your own ad. We make a specialty of advertising novelties, and are in the market to purchase attractive novelty patents. Write us for prices.

VAN WERT NOVELTY CO., Van Wert, Ohio.

EASTMAN'S CAPSULE FILLER COMPLETE

WHAT IT DOES

Divides powder ACCURATELY into capsules.
Fills and caps 20 capsules in 3 minutes.
Fills and caps ANY number in proportionate time.
Fills sizes 0, 1, 2, 3 and 4.
Does away with making a mass.
Great labor saver.
Handled with ease. No loss of powder.
Handles all kinds of powders.
Cast brass, nickel-plated, best workmanship throughout. Housed in a neat oak cabinet.

PRICE, $15.00. WRITE FOR BOOKLET TO

L. K. EASTMAN, 1354 Woodward Ave., Detroit, Mich.

A RAPID SELLER

BAIRD'S

OLD-FASHIONED HOREHOUND COUGH DROPS

1620 Third Ave., New York, N. Y., May 5th, 1903.
J. B. BAIRD COUGH DROP CO., Louisville, Ky.
GENTLEMEN:—I find there is still a good demand for Baird's O. F. H. Cough Drops, and I will have to have another 100 pounds to finish out the season with. This makes an even TON I have ordered since October 1st. Considering that this has been an unfavorable season think this is a very good showing. Very truly yours,
OTTO FROHWEIN.

This is only one of hundreds of similar letters from customers. You can have as satisfactory results if you will offer Our Drops to your trade. Note the fairness of our offer.

OFFER.—We will ship to any reliable druggist 100 lbs. drops, 400 bags, ad matter for window display, and a letter of instructions, how to proceed to dispose of them. Terms, 30 days. If not sold at the expiration of this time all unsold drops to be returned at our expense, paying for amount sold. Price per 100 lbs. $12.00 Retails for $30.00.

J. B. BAIRD COUGH DROP CO.
LOUISVILLE, KY.

BEESWAX

PURE WHITE BEESWAX "W. H. B."

In cases of 54 lbs.

In round cases of 2 lb. parcels or in oblong cakes loose.

In 1 oz. cakes or 2 lb. parcels.

Plain blocks of 8 lbs. in cases of 280 lbs.

W. H. Bowdlear & Co.

149 Pearl Street,

BOSTON, Mass., U.S.A.

Cable address "Bowdlear, Boston."

As many of you have used and handled our Refined, or Yellow Beeswax, since 1870, give us your order for some of the W. H. B. White Wax in discs, or moons, or tablets, or large blocks. It is **Strictly Pure**, and **We Guarantee the Quality.** It is sun and air bleached only.

Write us for prices and terms. They are reasonable and liberal.

Correspondence is invited.

SALTSBURG BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.

(18 miles out of Pittsburg.)

MANUFACTURERS OF

FINER GRADES POT FLINT Glass Bottles.

Princeton Tooth Wash 2¼ oz.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

Dawn of a New Light.—The fiercest competitor that "Old Sol" has ever met in his effort to light the world comes from the "Edison Gas System," manufactured by the Consolidated Gas & Electric Co., 110 Michigan Street, Chicago, Ill.

In the "Edison Gas System" there is only one tank or reservoir that is placed usually in the wareroom just outside of the store, hall, or church that is to be lighted. From this reservoir, that is placed usually in the wareroom just outside of the Perfected Multiplex Generator that is placed just inside of the building. This Perfected Multiplex Generator converts the gasolene into gas and automatically mixes it with 94 per cent air that is piped to the various chandeliers, which are lighted the same as city gas by lighter furnished or a match,

and burn 94 per cent air, 6 per cent gas, and that is the reason why this wonderful light is so cheap, and why such a wonderful light is produced so cheaply.

Remember there is absolutely no generating of the lamps or chandeliers whatsoever, and necessarily, the fixtures being permanently placed upon the ceiling, there is no breaking of glassware or mantles at all.

The "Edison Gas System" furnishes a clear, brilliant, pleasing light, more powerful than even an electric arc, and no danger of fire from crossed wires or defective insulation, as is the case with electric wiring.

WHAT THE TRADE THINKS.

From Michigan.

Cons. Gas & El. Co., Chicago, Ill.:

"The three lights we have light our store away ahead of the three electric arc lights that we have been using, and we consider *we have the best lighted store in town.* Certainly want the Agency for the 'Edison Gas System.'"—Keckonen Hdw. Co.

"It beats daylight."—D. Aykens & Son.

From Iowa.

"Better light than electric."—Chas. S. Byers.

From Minnesota.

"Is giving good satisfaction."—F. H. Rawlings.

From Kansas.

"It is far ahead of any light I ever saw."—Johnson Brothers.

The Consolidated Gas & Electric Co., of 110 Michigan Street, Chicago, Ill., have a very novel four yards of above unsolicited testimonials. Two full yards long they call "two yards of satisfaction," two filled both sides. Also a nice Catalogue they send to every one on request that will show what a record four years have made for them.

"Two yards of satisfaction" will be a revelation to many merchants who have been suffering from costly, troublesome, and inadequate lighting facilities.

Their unbounded confidence in "Edison Gas Systems" and effect of installing them leads them to offer to send a plant to any responsible party on thirty days' trial.

The economy, simplicity, and safety of these Systems appeal to all merchants, and they are displacing city gas and electric lights in Chicago and other large cities because of the superior light and great saving in expense, as the saving will pay for a System in less than three months.

The Consolidated Gas & Electric Co. have been manufacturing "Edison Gas Systems" for four years, and have lighting apparatus in stores from Alaska to Florida, and the demand has increased their capacity fourfold in the past six months.

By writing the Consolidated Gas & Electric Co., 110 Michigan Street, Chicago, Ill., you can get full information and most careful treatment.

Five pounds for a bonnet! Madam, it is a crime!"

"Well, the crime will be on my own head."—*Glasgow Evening Times.*

We often hear of things brought "down to date" or "up to date." Here is something strictly ahead of date—"1910 Hygienic Soda Fountains!" These are made and sold by the Carbonating Apparatus Company, of Buffalo, New York. Better consult this company before buying a new soda fountain.

"Much of a crowd where you spent your vacation?"

"I should say so! Couldn't crook my arm without finding a girl's waist inside."—*Life.*

A New Rug for the Ebert Parlor.—As a result of an experience which Mr. A. E. Ebert, of this city (Chicago), had during his recent trip to the Northwest, Mrs. Ebert is to have a handsome bearskin rug. A younger brother of Mr. Ebert is manager of a lumber company in Northern Michigan and an official of the thriving town of Blaney. One day the two brothers, driving home from Blaney, heard shouts and grunts and growls from the underbrush near the road, and immediately a bear emerged, pursued by woodmen. The bear was wounded and was shortly killed, but it became necessary for Mr. Ebert to get out of the wagon to hold the horse, which was very nervous, rearing nad plunging, dragging the veteran druggist off his feet and causing the wind to sigh through his facial hirsute adornment with a sound as of a summer zephyr in a pine forest. Finally bruin was loaded into the wagon. All hands swore that he weighed a ton, but he shrunk rapidly, registering later 125 pounds on the scale. There was bear steak for dinner that night, and there will be a new rug in the Ebert parlor in a few days.—*Pharmaceutical Era.*

Are you handling Vernal Saw Palmetto Berry Wine? If so write us, we can help you to increase the demand. . . . . .

If you are not handling Vernal Saw Palmetto Berry Wine write us anyway. We believe we can induce you to do so. . . . . .

You have some customers who have tried the stereotyped remedies for indigestion, constipation, kidney and bladder troubles, and still looking for a cure.

Try Vernal Saw Palmetto Berry Wine on them. It is a remedy which you can recommend, as it will do all we claim for it. . . . .

There is more to be said on this subject. Write us.

VERNAL REMEDY CO., Buffalo, N. Y.

REID'S IMPROVED SILENT SALESMAN

No. 22. 6-Ft. Display Case.

Features: *FIRST—Two large doors in six-foot case, thus making it easy of access.*
SECOND—Front glass 32 inches wide, giving 2 inches more space inside of case than other makes.
THIRD—Our construction is stronger.
FOURTH—All glass put in place from outside.
FIFTH—Many other points which make our cases superior to other makes.

SPECIFICATIONS—Manufactured of carefully selected plain white oak. O. G. receding base, neatly finished. Doors slide on brass rollers and brass track. Full length mirrors in doors. Bottom covered with cloth. Three polished plate glass shelves on adjustable nickeled brackets. All glass bedded in putty. Made in grade "A." Height 43 inches, width 26 inches.

Special prices on this case in all polished plate glass. Ribbed plate shelves or wood shelves may be substituted for polished plate glass shelves at a much lower price.

Grade "A"—Beveled polished plate top laid on felt, balance glass best double strength.
"B"—All best double strength glass.

PRICES:				
6 feet,	$70.00	10 feet,	$106.25
8 feet,	87.50	12 feet,	137.50

DISCOUNT FROM ABOVE LIST PRICES.

Manufactured by The REID MFG. CO., Detroit, Mich.

Drake's Palmetto Wine

Is Carried in Stock by all Jobbers of Drugs

RETAILS AT 75c. PER BOTTLE

PRICE TO RETAIL TRADE IS $6.60 PER DOZEN, NET. : : : : :

TWO NEW BOOKS

EXTRACTS AND PERFUMES

A treatise on the most practical methods for the manufacture by the retail or wholesale pharmacist of Flavoring Extracts, Colognes, Toilet Waters, Perfumes, Sachets, Fumigating Pastilles, Etc., together with several hundred tested and workable formulas by Prof. W. L. Scoville and other authorities. Bound in cloth; price postpaid $1.00; with THE SPATULA one year, $1.50.

1000 QUESTIONS IN PHARMACY

A sequal to the "Catechism of Pharmacy." A book that is invaluable to every clerk and student. In it almost everything you can think of is answered. Cloth bound. Sent postpaid $1.00; with THE SPATULA one year, $1.75.

CATECHISM OF PHARMACY

A book to help candidates pass board examinations. It coaches them on just what is needed. Bound in cloth, post-paid, $1.00; with THE SPATULA one year $1.75.

500 SPATULA FORMULAS

For the making of Common Remedies, Perfumes, Soaps, Tooth Powders and Washes, Hair Dyes, Cosmetics, Colognes, Liqueurs, Cements, Glues, Mucilages, Blackings, Corn Cures, Rat and Vermin Poisons, Extracts, Fire Works, etc., prettily bound in cloth, post-paid $1.00; with THE SPATULA one year $1.50. Paper cover 60 cents; with THE SPATULA one year $1.25.

HOW TO ADVERTISE

If interested send us your card and we will send you some of the prettiest, best and cheapest business bringers you have ever seen.

Address: SPATULA PUBLISHING CO., 7 Sudbury Bldg., Boston.

LEST you forget, it is well to remember that "Dioxogen" is the brand of hydrogen peroxide which keeps!

"WELL, my son, what did you learn at school to-day?"
"Not to sass Tommy McNutt!"—*Chicago Daily News.*

CARPENTER'S LIQUID COURT PLASTER is one of the oldest products of this kind on the market, and one of the best as well.

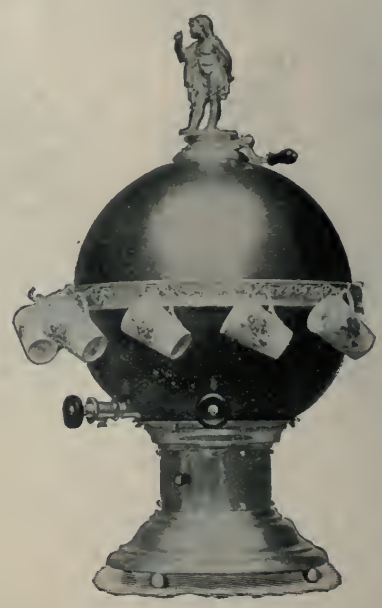
AS DEFINED.—"Say, mamma," queried little Mary Ellen, "what's a dead letter?"

"Any letter that is given to your father to mail, my dear," replied the wise mother.—*Chicago News.*

DOWN-TO-DATE HOT SODA APPARATUS.—We wish to refer our readers to page 7 of this issue of the BULLETIN, where will be found the attractive advertisement of the American Soda Fountain Company.

We wish every soda water dispenser in America the greatest prosperity and would suggest that your business is not complete except you are engaged in the serving of Hot Soda.

Nothing ever sold over a counter yields so handsome a profit as soda water, hot or cold. If you have succeeded in



making money on your fountain during the past summer we assure you that you can duplicate your success with Hot Soda by equipping yourself with an "American" apparatus and "American" Hot Soda Flavors.

The "American" Hot Soda Apparatuses are either built by the company in their own factories or are especially made for them in Japan. They are designed for the specific purpose of properly serving all down-to-date winter beverages. They are economical in the use of gas or other fuel and furnish an unlimited supply of hot water under all conditions. They are simple and easy to operate.

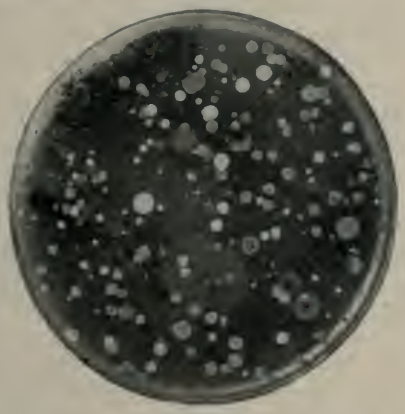
The "Fireball" shown in the advertisement is the latest creation, and must be seen to be appreciated.

It will pay you to send for a copy of the new catalogue of Hot Soda Apparatus, the handsomest book of the kind ever issued to the dispenser. You cannot afford to be without it. Send a postal card to-day to any of the offices of the American Soda Fountain Company and your request will be immediately granted.

THE druggist who has a really fine trade likes to use the best prescription ware. He likes to dispense his prescriptions in bottles bearing his own name blown in the glass. In ordering bottles of this kind, it is well to know that the Saltsburg Bottle Works Co., of McDonald, Pa., are manufacturers of the finest pot flint bottles.

SEASICKNESS.—On board ship a wife was trying to comfort her seasick husband and change the current of his thoughts. "Darling, has the moon come up yet?" she asked. "It has, if I swallowed it," was the weak-voiced reply.—*Union Central Advocate.*

SWEEPING WITHOUT DUST.—Until recently mankind was almost without protection against the dangers lurking in the dust raised when sweeping. Kerosene was known to afford the protection looked for, but how to practically apply it was a problem until about three years ago, when the Milwaukee Dustless Brush Co. put on the market a dustless floor brush, which not only solves this problem, but offers full protection by not raising dust, when sweeping.



The dustless floor brush is in all respects like an ordinary floor brush, except that the top of the brush block is made of pressed steel, forming a reservoir for the kerosene, which filters down a center row of fibre and is absorbed by the dust in sweeping.

The above illustrations are photographic reproductions of gelatin plates exposed in a test, made by the Milwaukee Health Department to determine the most sanitary method of school-room sweeping, and show how effectually the "World's Only" dustless floor brush has solved the dust problem.

The "World's Only" is manufactured by the Milwaukee Dustless Brush Co., 117-119 Sycamore St., Milwaukee, Wis., who will gladly furnish detailed information to our readers.

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES

AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

KEEP UP APPEARANCES

You can afford any kind of improvements rather than let it be said that your store looks "old-fashioned" and "out-of-date."
Every day we are renewing the youth of old stores by fitting them out with

"Quick Sales"
SHOW CASES.

These cases are our idea of how a show case should be built, to attain the very height of stylish appearance, convenience, and honest service.
And we ought to know; our factory is new, but has a man in charge who has made good show cases for over 30 years. All this experience goes into every case we turn out, making it the newest, handsomest, and most satisfactory case you can buy.

Designs and prices on request.

QUICK SALES ASSURED

DETROIT SHOW CASE CO.,
482-490 W. FORT ST.,
DETROIT, MICH.
Canadian Branch, Windsor, Ont.
JOHN PETE, PRES. & SUPT.
HERBERT MALOTT, SEC'Y & TREAS.

WATCHES, DIAMONDS, JEWELRY, SILVERWARE,

OPTICAL GOODS, EBONY and LEATHER NOVELTIES, CUT GLASS, Etc, Etc.

All shown in our Complete Catalogue No. T 50; 272 beautifully illustrated pages. Druggists make quick sales and large profits—guaranteed goods at prices which local jewelers cannot meet.

Send for it to-day (it is free for the asking), and get ready for holiday business. A postal card will bring it by return mail.

R. CHESTER FROST & CO.,

183-185 Dearborn Street, - - - - - CHICAGO.

The Largest exclusive Mail Order Jewelry House in the World. Established 1882.

THE P. D. BOWLERS UNDER WAY AGAIN.—Two weeks of hard work has placed the Parke, Davis & Co. Interdepartment Bowling League upon its feet for the season's work. With some smaller changes in arrangement of details the organization of last year has been preserved, holding the same large object in view—namely, good times, good fellowship, and, incidentally, a few records.

The teams, eight in number, are now of five men each. This change from the three-men teams of last year necessitated a new apportionment of the players, which makes possible a leveling of the teams in point of playing strength. So sweeping indeed is this adjustment that the experts, even with last year's averages before them, cannot agree upon the leaders. "Dope sheets" have been much in evidence the past week.

The season's work was inaugurated Saturday, October 3, at eight o'clock, and will be continued on every Saturday evening, two matches being rolled off at the Cadillac alleys and two at the Woodward. The schedule provides three rounds of matches, an arrangement desirable in that it gives each team a "rubber" with each of the others.

Organization has been particularly thorough. Careful records of official scores will be kept to assure a just award of prizes. Alleys and scorers are already engaged; printed schedules have been placed in the hands of the bowlers; standing committees have been assigned to various routine duties—in fact, the Parke, Davis & Co. thoroughness is manifest throughout.

The social features, at bottom the mainspring of the league's being, promise not to be lost in the vigor of competition; there are facilities for invited guests as spectators, and already several State banquets are projected.

The officers are: President, E. G. Swift; Vice-President and Treasurer, Ernest Kimmich; Secretary, G. W. Mutter.

The personnel of the League by teams follows, the first mentioned in each list being the Captain:

Publication: Holden, J. E. Smith, Maunder, Russell, Phelps.

Canadian Laboratory: R. C. Brown, Reid, W. C. Brown, Swift, Ferry.

Scientific: Wilkie, Aldrich, Mutter, Perkins, Tiller.

Chemical: Milburn, Stewart, Watson, Snyder, Warren.

Pharmaceutical: MacDonald, Baxter, Gleason, MacFadden, Plasko.

Stock: Lawrence, Oostdyk, A. Smith, Farwell, Popkins.

General Business: Heusel, Ames, Birnbaum, Paige, Norvell.

Mechanical: Helmie, Hill, Kimmich, Kaulbach, Allen.

DO YOU know you can save 5 and 2½ per cent by buying a gross of Castoria at a time?

THE Paddock Cork Company, of Brooklyn, New York, are headquarters for everything in the line of choice prescription corks. Enough said.

"WHAT, sir, I ask you, is as deeply profound, as majestically impressive, as the silence of eternity?"

"H'm! What about the silence just preceding the curtain lecture?"—*Baltimore News.*

IN buying a typewriter it is well to bear in mind that there is one type of machine in which the writing is always in sight. This is the "Underwood." For the novice it is always desirable to have the writing where you can see it constantly when you are operating the machine. If you make an error, it is at once apparent and can immediately be corrected. In other words, you always know where you are at.

THE MARVEL "WHIRLING SPRAY" SYRINGE

IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9th, 1902, as the latest and best improvement in **Vaginal Syringes.** Particular attention is called to the fact that by reason of its peculiar construction the **Marvel Syringe dilates and flushes the vagina** with a volume of **whirling spray,** which **smooths out the folds** and **permits** the **injection** to **come into contact** with the **entire surface,** instantly **dissolving** and **washing** out all **secretions** and **discharges.**

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

SOLE PROPRIETORS.

TIMES BLDG., NEW YORK.

BRANCH OFFICES,

Paris, France, - - 42 Rue du Marche.
London, England, - - 11 Queen Victoria Street.
Sydney, N. S. W., Australia, - 416-418 George Street.

An Anxious Moment.—"I want my watch fixed. It has stopped twice."

"It is going now. Better wait till it happens again."

"But what if it shouldn't stop again?"—*Life.*

Tin Boxes and Where to Get Them.—A year or two ago, when the various tin box manufacturing concerns were bought up and consolidated into one corporation, there was some uneasiness among users of these goods, lest there should be a monopoly in their manufacture, with a consequent increase in prices all along the line. These fears do not seem to have been borne out, for there are to-day as large a number of manufacturers of tin boxes as there were before the consolidation, and all of these appear to be doing all the business they can attend to. Among these is the American Stopper Co., 161 Water Street, Brooklyn, N. Y., who make the claim that, outside of the big corporation, they are the largest manufacturers of tin boxes in the world. They have been compelled to increase their facilities from time to time, and have steadfastly refused to take orders unless they knew they could fill them by the time specified in the contract. They have, therefore, acquired a reputation for promptness and reliability, which reputation has been a big factor in the growth of their business. They are enabled to turn out boxes by the million. An order from one single proprietary concern not long ago amounted to ten millions.

Their goods are of the best quality, and they are not afraid to compete with the other concerns as to price. Do you use tin boxes? If so, write the American Stopper Co., 161 Water Street, Brooklyn, N. Y., for prices.

Dr. Bilkins: See that fine-looking lady walking away from us?

Student: Yes.

Dr. Bilkins: The poor woman's demented.

Student: Too bad—how do you know?

Dr. Bilkins: Why, she passed that French plate mirror in the show window without trying to see herself in it.

Color-reflecting Advertisement Lamp.—Glogau's Brass Works, 17 Quincy Street, Chicago, Ill., are placing on the market the Color-reflecting Self-propelling Advertisement Lamp, illustrated. Most of the parts are from spun brass, highly polished. It stands 27 inches high, 14 inches wide, and

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

OCTOBER.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

13 inches deep. The lamp can be used with gas, electricity, or oil. If run by electricity one incandescent light will do the work; if by gas one Welsbach light, or if by oil the cost would be about two cents per day. There are 15 places on the lamp—12 being on the fan wheel and one on each of the three chains, to which advertisements can be attached. Be-

fore an ingeniously constructed large mirror-reflector is a beautiful globe covered with many stones in different colors; the globe is supported on chains by a fan wheel which runs with its steel point in a jewel knob. The light is placed in the center of the globe and shines through the vari-colored stones and openings in the metal parts of globe. The heat of the light makes the fan wheel rotate and the globe rapidly revolves around the light. The whole mirror screen is covered with the reflection of the colored stones, always running from the left to right and always changing the colors. The effect is beautiful, the colors changing something like a kaleidoscope. Show windows in which this device has been placed are reported to have drawn immense crowds. It would be unnecessary for a druggist to have but little else than this Reflecting Lamp in the window to attract the attention of the public. The price for the light for either oil, gas, or electricity is $25; freight prepaid if cash accompanies the order.

SOME NEW PHOTOGRAPHIC CHEMICALS.—Amateurs, as a rule, are the most enthusiastic devotees of photography, and it is to them that the manufacurers of new photo-chemicals appeal when they have anything new to introduce. Professionals begin to show an interest only when the chemicals have passed the experimental stage.

Edinol, the new developer of the Bayer people, much to the surprise of every one, has, however, been an exception to this rule. Its many advantages over other developing agents appealed to the professional immediately, and it has been adopted by some of the largest photographic firms in this country, who are using it exclusively for plates, paper and lantern slides, and who admit they are now obtaining better results than ever before. In order to further stimulate interest in Edinol, the manufacturers have recently introduced tablets, furnishing undoubtedly the most convenient form of developer. These tablets are entirely different from anything heretofore on the market; they keep well, dissolve very

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, and results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

quickly, and furnish a developing solution that can be used for all purposes, plates, papers, and lantern slides. To place it within the reach of everybody, Edinol is put up in ¼-ounce and ½-ounce packages, which sell at 20 and 40 cents respectively, thus enabling any one to experiment with this developer at a small cost.

Another extremely interesting product which this firm has just brought out is Bayer's Ruby Varnish. This is something that fills a long felt want, as will be seen from its many different uses. It is recommended for backing plates to prevent halation, and coating electric bulbs, dark room windows, and dark room lamps to make them light-proof. It can be used for blocking out negatives and many other things that will suggest themselves to the photographer.

The fact that this progressive concern, with its unlimited resources in the way of technical knowledge and skill, has entered the photographic field, should convince every photographer that his beloved art is to receive the scientific attention it deserves, and should induce him to reciprocate by making impartial tests of the new products brought out by these famous manufacturers.

WHEN TO RETIRE.—Early to bed and early to rise does very well for preachers and guys, but makes a man miss all the fun when he dies and joins the old stiffs that are up in the skies. Go to bed when you please, and lie at your ease, and you'll die just the same from a Latin disease.—*Monthly Retrospect.*

RECENT SALES.—Mr. W. E. Berry, the light and airy New England salesman of the American Soda Fountain Co., bobs up serenely at frequent intervals. The report of recent sales in his territory is as follows:

Charles L. Carr, Westbrook, Me., an elegant Hot Soda Apparatus and Outfit.

John W. Mahoney, Biddeford, Me., new handsome "American" wall apparatus for cold soda.

A. W. Merserve, Kennebunk, Me., an exquisite all onyx wall soda-water apparatus.

Hurlburt Bros., Portland, Me., one of the world-renowned Reliable Carbonators.

Portland Drug Co., Portland, Me., handsome large wall apparatus.

La Fayette Pharmacy, Portland, Me., a Sirocco Hot Soda Apparatus.

C. E. Marr, Farmington, Me., a magnificent large wall apparatus.

W. C. Hawker & Co., of Waterville, Me., the largest and most elaborate soda-water apparatus east of Portland, Me.

We beg to congratulate Mr. Berry on his continued success and on his connection with so renowned a house as the American Soda Fountain Co.

LOGICAL.—An Irishman entered a country inn and called for a glass of the best Irish whiskey. After being supplied he drank it, and was about to walk out when the following conversation took place:

Landlord: "Here, sir, you haven't paid for that whiskey you ordered."

Irishman: "What's that you say?"

Landlord: "I said you haven't paid for that whiskey you ordered."

Irishman: "Did you pay for it?"

Landlord: "Of course I did."

Irishman: "Well, thin, what's the good of both of us paying for it?"—*Tit-Bits.*

MOORE'S UNIVERSAL SPRING APRON

IS THE BEST.

Why? Because it keeps the clothes clean and can be put on or taken off instantly. Try it and see. Just the thing for druggists and chemists.

Made in cheviot fast colors, shrunken white cotton, and black duck. **Price, $1.00,** post-paid. For sale by all jobbers; write for circular. Do not send checks; send money order or stamps.

MANUFACTURED BY

E. C. MOORE & SON,

Dept. P. DETROIT, MICH., U. S. A.

When writing kindly mention *Bulletin of Pharmacy.*

FREE—THIS MACHINE—FREE

INCREASE YOUR DAILY SALES AND PROFITS BY PLACING AN

APEX PENNY VENDING MACHINE

IN YOUR STORE.

It draws the extra Pennies of your customers, the children and passers-by, *that you are now losing.* The Apex vends Chocolate, Chewing Gum and Salted Peanuts in fancy penny packages. The confections vended are of the highest grade and put up in a very attractive manner.

Sales average from 75c to $1.50 per day at a net profit of over 100 per cent to YOU, without personal attention or extra clerk hire.

The Apex is 30 x 9, 5½ inches in size, manufactured of heavy quarter-sawed oak, with nickel-plated trimmings, and is by far the most attractive and best Money-Making Vending Machine ever placed on the market. Endorsed by all leading trade journals and thousands of retail merchants.

SEND AT ONCE FOR DESCRIPTIVE CIRCULAR.

CURTISS-WILLIAMS CO., Dept. 6, Chicago, Ill.

The World's Only Dustless Brush

Will keep your floors fresh and clean, protect your stock from injury by dust. Interest your customers and build up a new line of trade.

STEEL (RESERVOIR) BACK, NICKEL-PLATED, ADJUSTABLE HANDLE.

SEND TO-DAY FOR BRUSH ON APPROVAL

MILWAUKEE DUSTLESS BRUSH CO.,

117-119 Sycamore St., Milwaukee, Wis.

WRITE FOR CATALOG D.

THE J. H. DAY CO.,

1144 HARRISON AVE.,

CINCINNATI, O.

N. Y. Office: 76 Park Place.

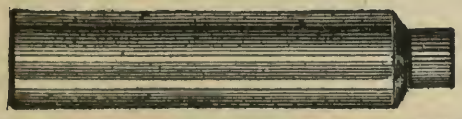
HUNTER'S LIGHTNING SIFTER AND MIXER

FOR HAND OR POWER.

A Thoroughly Reliable, Rapid and Durable Machine for Mixing and Sifting all Kinds of Powdered Preparations. All sizes.

COLLAPSIBLE TUBES

PURE TIN



FOR LIQUID CEMENTS, ARTISTS' COLORS, PERFUMES, SALVES, COSMETICS, OINTMENTS, TOOTH PASTES, ETC.

Manufactured by ***RAYMOND LEAD COMPANY,***

51-59 W. Lake Street, CHICAGO.

Central Drug Mills

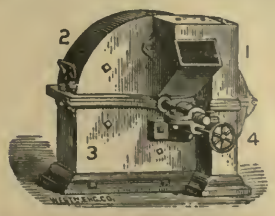
J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., - NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin.*

MEAD & CO., 20TH ST. & M. C. R. R. STATION B, DETROIT, MICH.

NOTE TRADE-MARK)

This is the original of all others in Liquid form.

CANT BE BEAT

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BULLETIN OF PHARMACY

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EDITORIAL.

THE WASHINGTON CONVENTION.

In things visible and invisible, in tangible results and in seed sown for future harvest, the latest meeting of the N. A. R. D. bears comparison with any of the previous conventions. The attendance was large. The personnel exhibited a high average of character, intelligence, and mercantile ability. The discussions were intensely interesting. The actual work accomplished goes far to strengthen the organization and to better the condition of the retail drug trade throughout the country.

What was done? What are the things tangible on which a believer in the N. A. R. D. can put his finger, with the remark, "That was an able stroke"? Unquestionably, the work of greatest importance at Washington was the conversion of a number of the proprietors from indifferent and lukewarm into sincere, earnest friends of the organization. More than a dozen of the leading proprietors have stated publicly and solemnly that they mean to coöperate with the N. A. R. D. in confining the sale of their goods to the regular trade. They have agreed to put their own agents in the field with a view to suppressing the ruinous work of the cutter in the large cities. Individual proprietors have expressed their intentions in the most explicit language. Are they in earnest? Do they mean business? We firmly believe they do. We firmly believe that while these powerful men will carefully fight shy of the heavy penalties imposed on illegal combinations in restraint of trade—that while they will not put a premium on damage suits to please the N. A. R. D. or anybody else, they will do everything in their power to redeem the promises, expressed and implied, which they gave the Washington delegates. To believe anything else would be to consider the proprietors capable of a duplicity which no one has any right to suspect. They have contributed their funds handsomely; they have pledged their word of honor; it now remains for them to give their proofs.

It is unfortunate and pitiable that the retail druggists of this country are so insensible to their own honor and dignity as to subject the N. A. R. D. to the annual humiliation of receiving the donations of manufacturing houses and private individuals. But the acceptance of such contributions is not only fitting under the conditions: it is imperatively necessary. The money must be forthcoming or the organization expires. The increase in the annual dues (from fifty cents to two dollars) has diminished the number of paying members during the past year, but the sums actually collected plus the amounts pledged by the individual proprietors at Washington will render possible a vigorous prosecution of the organizing campaign all over the country. While it was suggested that the organizing of country districts where there was little or no present cutting involved a heavy and useless expense, the delegates expressed a strong approval of the work, for the trade needs the practical and moral support of the prosperous.

independent country merchant who bears no jobbers' stamp on his collar as does too often the city druggist.

The N. A. R. D. begins its sixth year with its debts paid, its hardest work performed, a large sum in the treasury, its plans ripened and its prospects all that reason can demand. The men at the helm are strong, patient and wise. They are doing the best they can for the retail drug trade of this country—vastly more, indeed, than the retailers deserve; else the latter would crowd round the banner of the organization, pay promptly the insignificant, paltry dues, and show in their local associations some disposition to help themselves. To the fifteen thousand druggists who will read this number of the BULLETIN, we say candidly: "The N. A. R. D. has done far more to improve the retail drug business than any other agency excepting only the prosperity of the country. It has increased prices and profits; it has promoted organization; it has redressed local grievances. It is a sin and a shame to withhold your support, and the day may soon come when you will badly need its backing. Give it your coöperation, and don't begrudge the miserable little contribution of two dollars for dues."

The weaknesses and failures of the tripartite plan were freely avowed by the officers. The direct-contract and serial-numbering plan was formally indorsed. But there has never been any doubt that the proprietors and jobbers of the country can make the tripartite plan a success if they only will. They now express an ardent desire to do so, and a year of grace is given them. If they fail, the result can be forecasted without a prophet's prescience—a war to the death with the maker of every form of unprofitable merchandise.

We commend to our readers a most careful perusal of the report of the Committee on Resolutions as finally adopted by the Association. It embodies the best thought of the convention and outlines the policy to which the N. A. R. D. is pledged for the ensuing year—a policy which will command the hearty approval of the trade.

In its new officers and executives the Association has chosen a band of men who will do their work with an eye single to the interests of the trade, who will spend its money economically, who will strive to be fair and just, and who will not be found lacking in the courage to speak out and act and strike when their cause requires.

LEGITIMATE COMPETITION OR ILLEGITIMATE SUBSTITUTION?

An animated discussion arose at this year's meeting of the Michigan Pharmaceutical Association over one phase of the perennial substitution question. In a paper abounding in debatable propositions Mr. Chas. F. Mann, of Detroit, expressed the opinion that the manufacturing pharmacist who made a preparation similar to some widely known specialty of the market, and then urged this upon the retailer, was himself practicing the arts of the substitutor and was indulging in a reprehensible practice.

It was pointed out in the warm discussion which followed Mr. Mann's paper, however, that this is perfectly legitimate competition and not illegitimate substitution. If the druggist secretly dispenses one thing in a prescription when another has been prescribed, he is a criminal and should be punished as such. If, on the other hand, he puts out in open competition with any specialty an article which he makes or buys; if there is no attempt at deception; if the article is different in name, in appearance, in label, and in package; and if he sells it strictly upon its own merits, then he is following the dictates of good business policy only, and is practicing that competition which is the very life and essence of all trade and commerce. And if he is thus using the article for a perfectly legitimate purpose, is not the manufacturer who perchance makes it for him doing that which is also perfectly legitimate?

The Michigan convention was held at Battle Creek, the famous breakfast-food town; and the argument was given a pertinent application to the place of meeting. "A few years ago," declared one of the speakers, "a Battle Creek man devised a breakfast cereal. The idea proved a good one. The stuff sold. The man made money. As always happens, other men saw their chance, and they brought out breakfast foods. Others followed these in turn; still others appeared; and now, only seven or eight years later, Battle Creek has perhaps fifty food manufacturers. Many of the products are similar; all of them are more or less alike. But is every man a substitutor except the first one on the scene? Have the forty and nine who followed him sinned against the laws of trade and the dictates of conscience? Or have they simply practiced that competition which has always ruled the economic world, and which will continue to do so until the end?"

Secret substitution is contemptible; open com-

petition is approved alike by the laws of trade and the force of personal necessity. The pharmacist who practices the former should be sent to jail; the pharmacist who yields his chance to practice the latter is renouncing his very birthright—for what is this but to make or dispense whatever physicians use in the treatment of disease?

COMMERCIAL TRAINING AGAIN.

The chief objection brought against courses of commercial training in colleges of pharmacy is that the curriculum is already too full to permit of the addition. This notion is based upon an exaggerated conception of the time required for the commercial course. To give a thorough and complete training in general commercial studies and practices would certainly mean a course in and by itself, but the college of pharmacy is not called upon to go to any such length. The work should, so far as possible, be special to pharmacy; and this means at the outset the elimination of the greater portion of that comprised in general business courses. Moreover, it is not expected that the commercial work in a college of pharmacy will result in the development of a complete and symmetrical business man, sent out from school fully supplied with knowledge and fortified with shrewdness and acumen. All that the college can expect to do is to give the student a thorough drill in the elementary practices and principles—start him off, as it were, in the right direction. He may then follow the path which has been pointed out to him, and will not, unless he be hopeless, straggle into the by-paths of ignorance and carelessness.

As was pointed out by Professor Ryan at the Mackinac Island meeting of the A. Ph. A., it is possible to accomplish a great deal in a short course of no more than thirty hours—ten weeks of three hours each. When the commercial work was established at the Philadelphia College it was found a little difficult to insert even a thirty-hours' course in a curriculum already quite full, but it was done by utilizing Saturday afternoons for the necessary two months and a half. The hours were from two to five o'clock; and the work comprised an hour's lecture followed by two hours of "laboratory" practice on the part of the students themselves.

Professor Caspari also asserted at Mackinac that it was possible to do excellent work in a short course. At the Baltimore College, he said, it had been found possible to devote to the subject six hours a week for three months. Mr. Hynson had been given charge of the course, and he had resorted almost entirely to "laboratory" methods of instruction: the students were made to mortgage hypothetical property, take out life and fire insurance, keep a set of books, give, receive, and handle commercial paper of all kinds, and so on. "Not as much can be done in three months as we should like," said Professor Caspari, "but much *can* be done, as we have abundantly demonstrated."

In view of these experiences the objection that there is insufficient time is robbed of much of its force. What some colleges have done others can do; and it is quite generally agreed that the college has a duty to perform here which it should not shirk.

WORTH PONDERING OVER.

Evidence is not wanting that the supply of good clerks is gradually but constantly diminishing. Proprietors are beginning to find great difficulty in securing and keeping desirable men. Why? Because the hours are so long and the pay so short that the young fellow starting out in life chooses a position in one of the large industrial establishments now so plentiful on every hand—chooses such a position because it is largely free from these objections, and because, moreover, the opportunities for advancement are greater.

Listen now to this resolution passed at the behest of Chairman Wooten in the Commercial Section of the American Pharmaceutical Association at the recent Mackinac meeting:

> *Resolved*, That it is the sense of the association that retail pharmacists will advance their individual interests and the interests of pharmacy as a whole by making the working hours of clerks as few as possible consistent with the proper conduct of their respective stores, also by providing clerks with healthful sleeping quarters and by being liberal with them in the matter of compensation, the end sought being to bring into the profession of pharmacy a greater number of capable and ambitious young men who will otherwise be deterred from entering it.

Here is something worth pondering over!

Dr. O. A. Wall has recently completed his thirtieth year as Professor of Materia Medica and Botany in the St. Louis College of Pharmacy, and in commemoration of his long period of service the graduates of the college have ordered two life-size bronze medallions, one for the college and the other for the Doctor's family.

THE MONTH.

THE COMMISSIONER OF PATENTS REPLIES TO THE N. A. R. D.

The Commissioner of Patents at Washington has thrown a bombshell into the ranks of the N. A. R. D. It will be noted from the report of the Washington convention on adjoining pages that President Roosevelt was urged by a special committee of the N. A. R. D. to recommend certain changes in the patent and trade-mark laws as they apply to medicines. The President referred the plea to Patent Commissioner Allen, and the latter's reply was printed in full in the "N. A. R. D. Notes" for October 23. The contention of the National Association is disputed at every point. Regarding the patent laws, the two chief arguments made by the N. A. R. D. were that (1) patents should be granted on the process only—not on the product itself; and (2) that foreigners should be accorded no privileges in this country which are denied them in their own. The Commissioner's answer to the first contention is that it has always been the American principle, rooted in the Constitution itself, and supplemented by statutory legislation, "to promote the progress of science and the useful arts by giving inventors the *exclusive* right to their discoveries for a limited time," and then throwing the benefits open to the public forever afterward without any restriction whatsoever. This policy, it is claimed, has greatly aided "in the development of the industrial arts;" and "the continuous and ever-increasing growth of the system is the best argument in its favor." As for the phenacetine patent, this will expire in two years and a half, when the people of the United States will forever reap the full benefit of the invention.

* * *

HIS ANSWER TO A FAMILIAR OBJECTION.

As to the second contention, that foreigners should be given no patent-law advantages in this country superior to those which their own country accords them, the Commissioner declares that our treaty obligations clearly render it impossible for us to make any discrimination. Article II of the International Convention for the Protection of Industrial Property, concluded at Paris in 1883, and ratified by the President of the United States in 1887, states that:

> The subjects or citizens of each of the contracting states shall enjoy, in all the other states of the convention, so far as concerns patents for inventions, trade or commercial marks, and the commercial name, the advantages that the respective laws thereof at present accord, or shall afterwards accord to subjects or citizens. In consequence they shall have the same protection as these latter, and the same legal recourse against all infringements of their rights.

In other words, each state entering the agreement bound itself to accord to the citizens of any of the other states all the privileges in these respects which it should grant by law to its own citizens. Under the circumstances the United States, even if it so desired (which the Commissioner declares it never has), could make no distinction between a foreign or a domestic invention or inventor.

* * *

REGARDING TRADE-MARKS.

The contention of the N. A. R. D. regarding trade-marks was set forth in this language:

> The predominant iniquity of our present trade-mark laws is that they secure to the owner a too exclusive right to the name of the article. This name might be a word coined by him, or one of a combination of two or more words in ordinary usage; they allow possessors of patents to continue the life of the monopoly granted by the letters patent by claiming a perpetual protection by reason of their registered trade-mark or trade-marks.

The Commissioner's answer to this is that it is erroneous. He quotes the famous Singer case, and another case also, both of which show that:

> When a patented article becomes public by the expiration of the patent, the right to use the title descriptive of the article manufactured becomes public also, and can no longer be defended as a trade-mark.

The Commissioner concludes his letter with the statement that the N. A. R. D. appeal, like those which are constantly being made by different local and national associations, finds its inspiration in a desire to protect one class in the community at the expense of the others; whereas the law must operate with an eye single to the interests of the public as a whole. We have now in the foregoing contented ourselves with making merely a terse abstract of Commissioner Allen's letter; next month we hope to present the reply which is promised from the capable pen of Joseph W. Errant, special attorney for the N. A. R. D.

* * *

"HONORARY MEMBERS" OF THE N. A. R. D.

Readers of the BULLETIN who find themselves sufficiently interested in the N. A. R. D. to read our editorial review of the Washington convention on adjoining pages, will notice that a resolution was passed providing for the creation of "honorary members" upon payment of $5 annually for a period of five years. The resolution was offered by George W. Cobb, a prominent retailer in Boston, but unfortunately, al-

though many delegates made voluntary contributions of $5 to the funds of the association, only one other besides Mr. Cobb expressed his desire to become an "honorary member." This was doubtless because the matter was overlooked in the excitement prevailing at the time the contributions were being offered and the pledges made. But the importance of Mr. Cobb's resolution is such that it should not be lost sight of. The N. A. R. D. is sadly in need of greater financial assistance from retailers—from the very men whom it is designed to benefit; and there is no more pleasing way in which druggists may acknowledge their indebtedness to the association than by taking out an honorary membership. They will honor themselves by doing so, and they will assist in supplying the N. A. R. D. with the sinews of war. It is devoutly to be hoped that the present year will see created a large list of "honorary members."

* * *

A BUST OF WM. MARTINDALE.

We may turn now to recent happenings in England concerning two leading—possibly *the* two leading—pharmacists of the last half-century in Great Britain. The memory of the late William Martindale was fittingly perpetuated last month by the presentation of a marble bust to the Pharmaceutical Society—an excellent bit of statuary which will find a permanent resting-place in Examination Hall. Moreover, since Mr. Martindale chiefly represented great manipulative skill in pharmacy, it has been decided to award a Martindale medal in silver annually to the best student in practical pharmacy. American pharmacists will recall with interest that both of these forms of memorial were suggested a year or two ago in the discussion over the method or methods to be used in perpetuating the memory of William Proctor, Jr.

* * *

A GREAT ENGLISH PHARMACIST DEAD.

Passing on to consider the other leader of British pharmacy, we have to report the death of Barnard S. Proctor; and it is a singular coincidence that the name of this great pharmacist should be that borne also by the "father of American pharmacy." Up to within a half dozen years ago, when Professor Proctor retired from active life, he had been for nearly fifty years in the forefront of British pharmacy. He was the author of what was probably the leading English work in pharmacy; his name appears also on the title page of "A Manual of Pharmaceutical Testing;" and the proceedings of the British Pharmaceutical Conference, together with the volumes of the pharmaceutical journals, bear added testimony to the extent of his researches and the purity and excellence of his literary style. He was for many years a prominent member of the Council of the Pharmaceutical Society, and served long on the Board of Examiners for England and Wales. But Professor Proctor was by no means restricted in his abilities and activities to the field of pharmacy. He was as much at home in academic and scientific circles as he was with the problems of pharmaceutical research and the economic questions presented in the drug trade. Pharmacy in Great Britain loses one of its most distinguished exponents in the death of Prof. Barnard Simpson Proctor.

* * *

COOPERATIVE INSURANCE IN PHARMACY.

Turning back to affairs at home, it may be pointed out as a matter of considerable interest, and perchance significance also, that the German Apothecaries' Society of Greater New York has finally decided to go ahead with its plan of forming a coöperative fire insurance society. The successful organization of the company only waits now upon the floating of the stock. The subscription books have been opened. and the invitation has gone forth. It is thought that there will be no difficulty in securing the necessary $25,000. If the members of the German Apothecaries' Society do not subscribe the entire amount, the stock will be thrown open after thirty days to the members of other societies in Greater New York. If the New York society is successfully formed, it will be the fourth coöperative mutual insurance company in the American drug trade. The druggists of Ohio, South Dakota, and Wisconsin have for years conducted coöperative companies with great satisfaction to themselves.

* * *

MORE BLUE-LAW MUSIC.

Nearly all of the original thirteen States of the Union have obsolete blue laws on their statute books which ambitious reformers hug to their bosoms occasionally when they desire to have an excuse for setting the world straight. Very often druggists come in for their share of the fun. The warfare

which had existed in Wilkinsburg, Pa., for several weeks between the druggists and the reformers was spoken of in this department last month; and we observe now that the druggists of Philadelphia and Bristol, Ct., have recently had similar troubles. In Bristol some of the lineal descendants of the pilgrim fathers arrived at the decision that druggists who kept open their stores on Sunday were committing a heinous offense against the moral law, and the result was that every druggist in town received notice that he must hereafter keep his store closed all day save an hour at noon and a couple of hours in the evening. But the druggists weren't so "easy" as they might have been. They knew a trick or two themselves. They decided that if it was a good thing to close most of the day, it would be a good thing to close *all* day. They shut up shop and left town. Meanwhile several people were sick; the reformers themselves were in need of the druggists' soothing balms; and before the first Sunday had elapsed the Puritans were rather sick of their bargain. In Philadelphia a still more effective blow was dealt by the druggists. A pharmacist who had been hauled into court for Sunday selling paid his fine cheerfully, and immediately turned about and secured the arrest of the "spotter" who had been the cause of his trouble. This was done under an old and obsolete section of the same general code, and it was so much to the magistrate's satisfaction that the informer was fined as an equal violator of the act of 1794. The business of "spotting" has received something of a setback in Philadelphia!.

* * *

JAILED FOR SELLING LIQUOR.

Rather a severe punishment has been dealt out recently to several druggists in the East who persisted in violating the liquor laws of their States. In Maine two druggists have been sentenced to jail. One, a wealthy druggist in Waterville, was convicted of maintaining a tippling shop, and was ordered to pay $100 and costs, besides spending sixty days in durance vile. The other, doing business in Portland, was likewise sentenced to jail, but the sentence was suspended after his wife had somewhat dramatically interceded in his behalf and assured the court that it would never occur again. In Massachusetts two Worcester druggists have had their certificates of registration as pharmacists suspended under the terms of the pharmacy act, which vests the Board of Pharmacy with power to take this step when a druggist has been convicted in a responsible court of law of violations of the liquor act. One man's certificate was suspended for five years, and the other for a single year; the longer term was given in one case because the druggist had been convicted before. These several cases provide much food for moralizing. On the present occasion, however, we shall leave this to be done by our readers, contenting ourselves with the statement that pharmacy will never come into its full heritage until it has gotten rid of the black sheep who bring unmerited disgrace upon it.

* * *

RECENT INSTANCES OF EARLY CLOSING.

Several early-closing arrangements were reported last month from various parts of the country. In Huntington, Ind., the druggists agreed to close every evening at 10 o'clock with the exception of Saturdays, pay days, and the three weeks before Christmas. This would not seem to be much of an advantage, but it is quite probable that the closing hour in Huntington was formerly very late. A more satisfactory arrangement was made in Tomah, Wis.; hereafter the drug stores will be closed every evening except Saturday at 8 o'clock, and the Sunday business hours will be from 9.30 to 10.30 A.M., and from 11.45 A.M. to 12.30 P.M. The arrangement provides that in the event of an urgent need for a prescription after closing hours, a druggist may dispense it if called up to do so. In one of the counties of Wisconsin an agreement has been reached involving the druggists of ten towns, and the terms of this are that the stores will be open on Sunday between 8 and 12.30 in the morning, and 6 to 8.45 in the evening.

* * *

DEATH OF MAJOR WARREN.

Last month witnessed the death of Major Archibald Warren, father of Wm. M. Warren, publisher of the BULLETIN OF PHARMACY. He was on his way to Detroit to visit his son's family when stricken down with what was pronounced to be congestion of the lungs—a disease which resulted in his death a few days later. Born of Scotch-English parents, he was brought to this country when a boy, and by the time the civil war broke out was a partner in a large wholesale milling business. He at once enlisted in the Confederate army, became identified with Forrest's famous command, soon rose to the rank of major, and formed a strong friendship with the gallant and dashing cavalry leader which endured to the end. The war over, he was engaged for many years in the real estate business in the New Jersey cities of Paterson and Elizabeth. Later on he rep-

resented silver mining interests in Mexico, but during the last few years of his life was visited with greatly impaired vision. A chivalrous and hospitable gentleman of the Southern type, Major Warren was universally esteemed, and his death is deplored by a host of friends. He is survived by his widow, Mrs. M. J. Warren; by two daughters, Mrs. C. E. Cunningham, of Yazoo City, Miss., and Minnie D. Warren, of Detroit; by his son, Wm. M. Warren, and three grandchildren.

* * *

THE UNITED DRUG COMPANY.

The United Drug Company, formed a year ago in Boston to manufacture a line of druggists' specialties, and composed of druggists themselves, held a unique "gathering of the clans" last month in its home city. Nearly all of the forty stockholders were present, and their chief object was to inspect the new laboratory of the company. Social pleasures, however, played a large part in the programme. A tally-ho ride was enjoyed through Boston's elaborate park system; a banquet, followed by speeches, was held at the Hotel Brunswick; and while the men were engaged in business during the day the ladies were entertained in a suitable manner. E. D. Cahoon, president of the company, acted as toastmaster at the banquet, and responses were called for from James T. Wetherald, C. P. Jaynes, and Louis K. Liggitt, of Boston; George C. Lyons, of Providence. William Bolton, of Brooklyn; Thomas Taylor, of Louisville; Stephen Hexter, of Chicago; James Demoville, of Nashville, Tenn.; and several others. Mr. Cahoon continues president of the company; George C. Lyons, of the Hall & Lyons Co., was elected treasurer to succeed J. T. Wetherald; and the other officers remain as before. Louis K. Liggitt is the company's secretary and business manager.

* * *

ANTI-COCAINE LEGISLATION.

It is evident that efforts to secure anti-cocaine measures will be made in several States during the coming legislative year. Already a bill has been introduced into the legislature of Louisiana, forbidding the sale, except upon a physician's prescription, of any preparation of opium, morphine, or cocaine which contains more than one-fourth grain of morphine, one-twentieth grain of opium, or one-half grain of cocaine. The Council Committee on Ordinances of Wheeling, W. Va., has instructed the city solicitor to draft a measure designed also to suppress the cocaine evil. It will be remembered that while four cocaine laws were enacted in various States last winter, six or seven others failed of passage in additional States, and this largely because they were not pushed with sufficient vigor. It is more than likely that the same bills will be reintroduced this year—or that more effective ones will be substituted for them. All this reminds us that the Beal model or specimen measure, presented at the Mackinac meeting of the A. Ph. A., and printed in last month's BULLETIN, is undoubtedly the most effective bill of the kind which has yet been devised.

* * *

THE RICE MEMORIAL.

In a previous paragraph we have spoken of the presentation last month in London of a bust perpetuating the memory of William Martindale. Since that paragraph was written, we have received an account of the ceremonies attendant upon the unveiling of a bronze memorial tablet of Dr. Charles Rice in the hall of the College of Pharmacy of the City of New York. The plaque is 25½ by 35 inches in dimensions, and bears an excellent likeness in relief of the eminent pharmacist. The ceremonies were quite impressive, and remarks were made by Dr. A. H. Elliott, Professor Remington, Professor Chandler, Dr. Reynold W. Wilcox, Felix Hirsemann, Caswell A. Mayo, Ewen McIntyre, Charles Erb, Rev. St. George Young, and others. An engrossed memorial to Dr. Rice was also appropriately presented at this time by a committee from the New Jersey Pharmaceutical Association. These tributes, following the erection of a monument over Dr. Rice's grave, indicate a gratifying willingness to honor the memory of one to whom American pharmacy is under great and lasting obligations.

* * *

THE DRUG CLERKS.

It would appear from recent reports that the druggists and the drug clerks of Des Moines are having a little battle of their own. It is reported that the clerks got together and formed a union a couple of months ago, and then presented certain demands to the proprietors; and it would seem that the latter have not felt disposed to yield what is required of them. What the clerks want is a twelve-hour day, and they interpret this to mean ten hours for work and two hours for meals. They are also of the opinion that their health demands one Sunday of leisure in every four. Meanwhile the association has been organized on a union basis, although but two pro-

prietors have so far converted their establishments into union stores. Speaking of the clerks elsewhere, it is of interest that the St. Paul association has arranged a schedule of six dances for the winter, while the clerks of Waterbury, Ct., enjoyed their first annual banquet early this month.

* * *

"THE NEW ECONOMIC ORDER."

A rumor is abroad in Philadelphia that another drug-store combination is likely to be formed for the purpose of operating "100 or more stores." The plan is to buy outright the good-will and fixtures of established pharmacies. These stores are then to be conducted in the interests of the combination, but in the name of the old proprietor or a new manager. Whether or not this is mere idle gossip, we have no means of knowing at this time. Incidentally it is of interest to note that the combination which has been operating in Philadelphia for a year or more is undergoing a reorganization, but with what objects we are not able to state. In the meantime the "new economic order" is apparently getting a foothold also on Long Island. Charles C. Heffeley, of Babylon, L. I., disposed of his business to a syndicate last month, and it is said that the latter will "establish a chain of drug stores along the south side of the island."

* * *

A NEW COLLEGE.

A new college of pharmacy opened its doors last month in St. Louis. It is known as "The Barnes College of Pharmacy," and will dispense two degrees to its graduates—Ph.G. and Ph.B., the latter differing in its requirements from the former only in representing less practical experience. The course of study will comprise two years of seven months each, and the lectures and laboratory work will be given between 9 A.M. and 5 P.M. on five days of the week. The Dean is C. M. Riley, M.D., and associated with him is a large faculty of physicians, pharmacists, and scientists well known in St. Louis. Temple College, of Philadelphia, has also established a pharmaceutical course.

* * *

FEDERAL CIGAR LAW.

A new federal law relating to the sale of cigars went into effect last month. Cigars must now be sold from the original boxes only, and these must be destroyed as soon as they are emptied. They cannot be given away, sold, or used for any purpose whatsoever. The purpose of the law is to prevent substitution, and it is intended solely for the protection of the purchaser. It renders illegal the display of cigars, cigarettes, or tobacco other than in the original packages.

* * *

It has remained for a cocaine habitué in Franklin, La., to point out a possible method of circumventing the anti-narcotic law. He walked into a store last month and told the young woman behind the counter that unless he was promptly served with cocaine and morphine he would proceed to kill everybody in sight. What did the young woman do? Why, she screamed of course, and the deputy sheriff and the marshal appeared as if by magic and placed the bold, bad man in durance vile.

* * *

An ordinance has been introduced into the Common Council of Chicago providing that carbolic acid may not be sold except upon the prescription of a physician—a step inspired by the considerable number of suicides which have recently resulted from the use of this poison. The druggists are up in arms against the passage of the measure.

* * *

A newspaper report from Des Moines indicates that the druggists of that city have decided to cease the sale at ten cents of such fountain delicacies as oyster cocktail, maple mousee with nuts and fruit, malted milk, and the like. Hereafter these drinks will cost fifteen cents. The druggists have decreed it!

* * *

William Weightman, one of the founders of the well-known Philadelphia house of Powers & Weightman, celebrated his ninetieth birthday last month, and in honor of the event a reception was given him by the employees of the laboratory.

* * *

Jacob H. Redsecker, the pharmacist-humorist-poet, of Lebanon, Pa., embarked last month for a trip to Europe. Before sailing he was dined in Philadelphia by a number of his friends, and was taken to the boat by a large escort.

* * *

L. C. Hopp, the president-elect of the A. Ph. A., was last month made president of the Cleveland School of Pharmacy.

THE WASHINGTON CONVENTION.

The N. A. R. D. at the Capital of the Nation—Price Restriction the Leading Issue—Proprietors Declare Their Willingness to Make the Tripartite Plan Effective—Finance the Next Question of Importance—Dues Left as They Were—Visit to President Roosevelt—A Bird's-eye Review of the Proceedings.

This year's meeting of the National Association of Retail Druggists, held last month in the city of Washington, yielded the largest attendance in the history of the organization. Fully 450 delegates and visitors were present. Moreover, the spirit of satisfaction bred by what had actually been accomplished during the year was greater than had ever been the case before. President Smither voiced this spirit when he pointed out in the early portion of his address that "Our membership has increased about 20 per cent, our prestige with the other two branches of the trade has been measurably advanced, and hundreds of thousands of dollars have been added to the profits of the retail druggists of the country through the efforts of our association, assisted in its work by the 755 local organizations affiliated with it." Chairman Jones, of the Executive Committee, also struck the jubilant note when he declared that "numerous associations have been formed, the druggists have been brought closer together, in many places schedules upon proprietary goods (and in some instances ordinary counter goods) have been put into effect, and a more cordial and intimate relation exists throughout the trade at the present time than has ever been known before."

RETIRING PRESIDENT SMITHER.

THE GREAT ISSUE: THE DIRECT-CONTRACT AND SERIAL-NUMBERING PLAN.

All this was very hopeful, but there was a fly in the ointment. In two respects the affairs of the association had been decidedly unsatisfactory during the year: (1) the tripartite plan had been found not to possess all the elements of strength required for complete success, (2) and the finances of the association, despite the heroic action taken at the Cleveland convention, were in an unsatisfactory state. It straightway became the chief business of the Washington convention to tackle these two problems; and the results of the meeting are largely to be estimated by the success with which these questions were solved.

Regarding the tripartite plan, Chairman Jones declared that while the plan in itself is not defective, "those who have been charged with its execution have proved themselves to be so susceptible to the clinking of the almighty dollar that your officers have been kept busy compelling respect for its provisions." And President Smither remarked: "If the existing relations of the different branches of our trade are to be maintained, they must be bound together with a stronger tie than the rope of sand that now holds them." Both officers declared that the tripartite plan must be fortified by the direct-contract and serial-numbering method if the N. A. R. D. was to achieve the success which rightly belonged to it; and their demand for the change was expressed in no hesitating terms.

CONFERENCE WITH THE PROPRIETORS AND JOBBERS OVER THE PLAN.

The chief obstacle to the general adoption of the direct-contract plan was seen to be the attitude of the proprietor. Messrs. Smither and Jones were both quite bitter over the inability of the representatives of the N. A. R. D. to secure an audience at the recent meeting of the proprietors in Boston, and they intimated that if the manufacturers of patent medicines did not manifest a spirit of coöperation with the retail trade, the druggists of the country would soon take the matter in their own hands. Several proprietors, evidently anticipating that the Washington convention would take some action concerning the direct-contract plan, were in attendance;

PRESIDENT-ELECT PRITCHARD.

three or four jobbers were also present; and it was decided to fight the thing out in joint conference. Messrs. Voegeli, Hopp, Pritchard, Gallagher and Heims were appointed by President Smither to confer with the proprietors and jobbers.

The conference met several times, and had many hours of struggle and ardent debate. The proprietors insisted that the direct-contract and serial-numbering plan was out of the question. It was unwieldy. It was expensive. It involved a tremendous amount of detail. Moreover, it was not rational in that it looked towards a universal price all over the country, regardless of differing local conditions. To charge the same price for patent medicines in New York that would be charged in Podunk was simply ridiculous. The public would never tolerate it, and the plan was consequently foredoomed to failure at the very outset of operations.

J. C. GALLAGHER.

When the committee of five, headed by Mr. Voegeli, finally rendered its report to the convention at the last session, this attitude of the proprietors was spoken of as indicating the failure of the plan for the present; but it was stated that the proprietors had promised to make the tripartite plan really effective. Moreover, some of the proprietors had declared that they were about to put into operation plans of their own which they felt sure would correct the cut-rate situation. No sooner had the conference committee rendered this report, however, than it became apparent that many delegates were disappointed. Mr. Freerichs, of Ohio, declared in a ringing speech that the time had come when the association must insist upon the adoption of the direct-contract and serial-numbering plan. To be put off with promises would only be to accept what had been offered over and over again. For himself, he could not go home to his constituents and say that what he had gone to the convention for had been denied him; and he felt sure that the other delegates were of the same mind with him.

FINAL ACTION REGARDING THE PLAN.

In order to cut off the debate, and acting under a realization that something more must be secured than that which had been recommended by the conference committee, the whole affair, at the instigation of W. C. Anderson, was referred to the Committee on Resolutions. And this committee, following the noon recess, brought in a compromise resolution which was then unanimously adopted. This will be found on another page, in connection with the general report of the Committee on Resolutions. The essence of the resolution is this: the association declares its unfaltering faith in the direct-contract and serial-numbering plan, earnestly urges all proprietors to adopt it, instructs the Executive Committee to call upon them for this purpose, *but* the association meanwhile gives the proprietors a year of grace in which to prove whether or not prospective plans of their own may result in success.

These were the proprietors present at the conference: F. W. Schoemacher, of the Peruna Drug Mfg. Co.; V. M. Pierce, of the World's Dispensary Medical Association; W. F. Mitchell, of the Chamberlain Medicine Co.; G. A. Newman, of the California Fig Syrup Co.; W. A. Talbot, of the Piso Co.; W. H. Gove, of the Pinkham Medicine Co.; Z. C. Patten, of the Chattanooga Medicine Co.; E. W. Grove, of the Paris Medicine Co.; and A. L. Bailhache, of the Horlick's Food Co. The representatives of the jobbing trade at the conference were Messrs. C. C. Leadbeater, of E. S. Leadbeater & Sons, Alexandria, Va.; and M. N. Kline, of the Smith, Kline & French Co., of Philadelphia.

SECRETARY WOOTEN.

Passing on now to consider

THE TROUBLESOME QUESTION OF FINANCE,

it may be said that a great deal of satisfaction was expressed over the present condition of things. When the dues were raised last year at Cleveland from 50 cents to $2, the association thought the financial question had been solved, but this action had one effect which might have been and probably was anticipated: the associations which had been perfectly willing to pay a tax of 50 cents per capita conveniently forgot to pay when the tax was raised to $2. And the consequence was that delinquent associations became the rule rather than the exception. During the year there had been expended

about $39,000. Of this amount, only about $16,000 had come from the regular dues of the local and State associations. The initiation fees secured by the organizers had amounted to $7500,and the donations of the manufacturing firms and individuals at the Cleveland convention had footed up to the surprising sum of $14,500. Thus nearly half of the money secured during the year had been donated by friends outside of the association— manufacturing pharmacists, patent-medicine proprietors, and others, a fact which led Chairman Jones, of the Executive Committee, to remark that "Unless our membership pay their dues promptly our organization must cease to exist. We have no other source of regular revenue; and we cannot humiliate ourselves year after year by asking or receiving money from those outside our own ranks, which places us really in the position of mendicants." Moreover, even with the $14,500 which had been secured from outside sources, it had been necessary to raise $1000 additional upon a note indorsed by the members of the Executive Committee to tide the association over until the Washington convention.

THOMAS VOEGELI,
Re-elected to the Exec. Committee.

DUES LEFT UNCHANGED.

The financial problem was seen to be a serious one, and was referred to a special committee of five, comprising Messrs. Gale, Frailey, Heinritz, Lockie, and Huhn. There was a good deal of sentiment in favor of raising the dues still higher. Chairman Cartmell, of the Committee on Commercial Relations, recommended that they be increased to $2.50 and made to cover a subscription to the "N. A. R. D. Notes." Chas. M. Carr, director of the department of publicity, made the same recommendation, while General-Organizer Noel went considerably farther and expressed the opinion that the dues ought to be made $5 a year! There was a general feeling, however, that to increase the dues would be to increase likewise the number of delinquent associations; and the special committee on finance finally reported in favor of keeping the dues where they were—at $2 per year. An amendment to the report, providing for an increase to $2.50, failed of adoption. The whole question of finance was therefore left by the Washington convention where it was found.

The meeting wound up, however, with many large

FINANCIAL CONTRIBUTIONS.

made on the spot. Mr. Voegeli started the ball rolling in an eloquent speech pointing out the many achievements of the National Association, asserting that the drug trade of the country had been greatly improved, declaring that it would be improved more in the future than had been the case in the past, and finally pledging the local association at Minneapolis to make a special donation of $200. Mr. Gale promptly pledged the Chicago association for a like amount, and following this contributions were made with such enthusiasm and confusion that it became impossible to record them all.

After the situation had somewhat cleared another period of excitement was caused by the proprietors. Mr. Beardsley, of the Miles Medicine Co., made a strong speech and concluded by offering to be one of fifteen to contribute a thousand dollars each. Mr. Schoemacher, of the Peruna Drug Manufacturing Co., promptly followed with the offer of an unconditional contribution of $1000 in a speech which elicited great applause; and then came Dr. Pierce, of the World's Dispensary Medical Association; Mr. Grove, of the Paris Medicine Co.; Mr. Gove, of the Lydia E. Pinkham Co.; and Mr. Talbot, of the Piso Co.—all pledging themselves for like amounts.* Mr. Mitchell, of the Chamberlain Medicine Co., asserted that he was not in a position to say how much his company would donate, but he declared that it would finally be found upon the honor roll; while Mr. Kramer, of the Sterling Remedy Co., capped the climax by repeating the special trade offer which he had made to the association two years before, and which resulted at that time in turning

SIMON N. JONES,
Re-elected Chairman of Exec. Com.

*The Chamberlain Medicine Co. has contributed $1000 since the Washington convention.—THE EDITORS.

$5000 into the coffers of the N. A. R. D. Moreover, pending the carrying out of the details of the offer, Mr. Kramer promised to pay $500 monthly into the treasury "until such time as it would be convenient for him to put the plan into operation."

CHARLES REHFUSS,
Re-elected to the Exec. Committee.

By this time a desire to be generous had impregnated everybody. Mr. Geo. W. Cobb, a prominent retailer of Boston, offered a resolution providing that any individual druggist "may become an honorary member upon the payment of $25, this amount to be contributed at one time or in annual instalments of $5 each for five years;" and he followed up the resolution by "planking down" his own $25. The resolution was adopted, but, though many druggists made contributions of $5, only one other than Mr. Cobb became an "honorary member."

Altogether the "donation party" netted $13,252. Of this amount $11,262 came from the proprietors (including Major Kramer's $5000 proposition); $1980 from associations, local and State; and $167 from individual delegates.

MEMBERSHIP GAINS FOR THE YEAR.

The greater portion of the funds of the National Association are utilized by the organization department. The total expenses of this department for the year had amounted to $22,305.16, whereas the expenditures of the entire association had been about $39,000. And yet it was felt at the Washington convention that the organization work was of such vital importance that, rather than be abridged to any extent, it should be extended. "Of the 110 new associations brought in during the past year," declared Secretary Wooten, "only 12 have been added through correspondence, all the other associations owing their affiliation with us, and in most cases owing their existence as associations, to our organization department. It may be said with equal truth that, had it not been for the work of these organizers, the number of associations dropped for non-payment of dues would have been much larger. The very life of the National Association depends upon local organization."

Secretary Wooten's report showed that while, as has been stated in the foregoing quotation, 110 new associations were brought in during the year, the net gain was only 97, inasmuch as a number of bodies had been dropped from membership during the year for non-payment of dues. The entire number of associations of all kinds now in affiliation with the national body is 770. General-Organizer Noel reported that during the three years in which the organization department had been in operation, a total of 10,386 retailers had been brought into the fold through the formation of local associations. Of this number, 3148 had been secured during the last year. The work of the year had for the most part been confined to the Eastern States. "The organization of practically the entire retail trade of Massachusetts, the persistent but as yet unsuccessful effort to obtain a foothold in New York City, the constant canvassing done by one of the N. A. R. D. representatives in Philadelphia, the many difficult adjustments effected by another of our representatives, principally in Pennsylvania, together with the organization of the city of Baltimore, have been the chief issues with the organization department since the Cleveland convention."

ORGANIZATION WORK IN GENERAL.

Among other interesting facts contained in the report of General-Organizer Noel was the statement that each new druggist brought into affiliation with the association during the year had cost the organization department $7.08; $5.35 of this amount had been paid by the individual himself, leaving the department therefore to sustain a loss of $1.73 in each case! In 1902 the cost per capita had been only $4.34, and the difference was largely due to the fact that during the last year the organizers had to a considerable extent been utilized as "adjusters" instead of organizers, thus partially diverting the funds of the department from the direct creation of new members. A total of seventeen organizers had been employed during the year; seven of these had been dismissed, leaving a force of ten at the present time. The pay of the organizers ranged from $65 to $108.33 per month. At the present time one organizer was working in each of the following named States: New York, Pennsylvania, Maryland, West Virginia, Indiana, Illinois, Wisconsin, Kansas, and California. Of the thirty-eight cities in the union with a population of 100,000 or more, the organizers of the N. A. R. D. had during the year visited or were stationed in twenty-two of them; and in thirteen instances "it may be conservatively stated that the conditions have been greatly im-

proved." In Boston, for instance, a schedule had been put into effect increasing the price on twenty-five proprietaries from 59 to 67 cents.

PRESIDENT ROOSEVELT'S SYMPATHIES ENLISTED.

One of the interesting features of the Washington convention was the relation of President Roosevelt to it. As had been previously arranged, the President received a special committee at noon on the second day of the convention for the purpose of hearing what the N. A. R. D. had to say on the questions of patents and trade-marks. Evidently the committee made a good impression! The President afterwards intimated his willingness to receive the entire convention, and accordingly the 450 delegates and visitors proceeded in a body to the executive department at noon of the last day and shook hands with our strenuous head of the nation.

The special committee delegated to call on the President comprised Messrs. Pritchard, Gallagher, Smither, Tainter, Case, Freerichs, Curran and Huhn. The spokesmen of the party were Messrs. Smither, Gallagher and Pritchard. The argument presented was that for medicaments patents should be given on the process only, and not on the product, and that trade-mark rights should be confined "to brands, symbols, signs and devices," and not granted on "names or combinations of names, coined or otherwise." The President promised to examine with care the documents submitted for his attention. Whether or not he would see his way clear to make any recommendation to Congress, however, he was unable to state; presidential messages, from their very nature, had to be devoted to general principles and broad lines of policy; and he suggested that the N. A. R. D. bring the matter "to the attention of the Commissioner of Patents and the appropriate committees of Congress."

In this connection it may be noted that the association approved of the form of bill amending the patent and trade-mark laws which was submitted by the Committee on Trade-marks and Patents, and by formal resolution instructed the Committee on National Legislation to have this bill, or some measure based upon it, introduced at the next session of Congress.

As might have been expected,

THE BUYING CLUB

was given its share of attention at Washington, although it did not become a leading issue as was the case last year at Cleveland. Both President Smither and Chairman Jones touched upon the question; and Chairman Cartmell, of the Committee on Commercial Relations, made the following recommendation: "We do not encourage or recommend the formation of buying clubs, but as much controversy has arisen, and apparent difference of opinion exists as to what constitutes a buying club, we maintain that a company regularly incorporated, and after proper investigation by the executive committee found to be properly capitalized and doing a legitimate jobbing business, cannot be considered a buying club, and should be recognized by the executive committee and placed upon the jobbing list regardless of any consideration whatever as to who may be the individual owners of the stock."

This recommendation, while it seemed to express with measurable accuracy the sense of the association, was not acted upon by the committee on resolutions. Instead, the resolution passed at Cleveland was reaffirmed, and this simply reads that "All legally incorporated, properly capitalized organizations of retail druggists who are continuing a legitimate wholesale drug business shall be recognized as wholesale distributors;" and as before the executive committee is vested with the power to grant or withhold this recognition. In his report as chairman of the committee, Mr. Jones declared that the power had been conservatively used during the year, and he did not doubt that the matter had been handled in such a way as to grant justice to all interests involved.

THE ESSENTIAL RESULTS OF THE CONVENTION

are always to be found in the report of the Committee on Resolutions. In accordance with the constitution of the N. A. R. D., all resolutions offered on the floor, as well as the reports of the officers and certain other important matters, are referred to this committee for attention and recommendation. The report which the committee finally rendered at Washington represents, in concise form, the work of the convention. This report, as finally amended, follows:

REPORT OF COMMITTEE ON RESOLUTIONS.

Your Committee on Resolutions, to which were referred the reports of the officers and standing committees of the association, have carefully considered the subjects discussed and the recommendations contained in each of such reports. Your committee desires to commend these officers for the earnest and able work done by them during the past year, as evidenced in the comprehensive reports they have submitted.

Your committee begs to submit in the resolutions appended hereto its recommendations as to the action the convention should take in conformity with the suggestions contained in the various reports:

RESOLUTION A: ALCOHOL TAX REDUCTION.

Resolved, That the National Association of Retail Druggists, in convention assembled at Washington, D. C., October, 1903, urgently favors a reduction in the tax on alcohol to 70 cents per proof gallon as a measure that will greatly benefit small users of alcohol, and the public generally.

Resolved, That we do not favor tax-free grain alcohol for use in the arts and for medicinal purposes, believing that in order to safeguard the revenues of the government it would be necessary, under such a provision, to enforce regulations that small users of alcohol could not possibly comply with, and that the measure would prove a specimen of class legislation by benefiting a few at the expense of the many.

Resolved, That copies of this resolution be forwarded to the chairman of the Finance Committee of the United States Senate, to the chairman of the Ways and Means Committee of the House of Representatives, and to the Secretary of the Treasury.

Resolved, That the executive officers of this association, together with the Committee on National Legislation, be instructed to use every effort to secure the aforesaid reduction of the tax on alcohol, and that the individual members of the N. A. R. D. be strongly urged to further this result by personal interviews with their representatives and senators.

RESOLUTION B: PATENT AND TRADE-MARK LAWS.

Resolved, That we reaffirm our demand that the patent and trade-mark laws of the United States be revised in the interests of equity and justice, and that our Committee on National Legislation be instructed to prepare and present at the next session of Congress a bill amending our patent laws. The aim of this bill should be (a) that no patent be granted on any drug, medicine or medicinal chemical; (b) that no patent on the product be granted, only on the process.

Resolved, That the form of a bill amending the patent and trade-mark laws submitted by the Committee on Trade Marks and Patents is recommended to the Committee on National Legislation as the basis for such law.

RESOLUTION C: WHOLESALE DISTRIBUTERS.

Resolved, That we reaffirm it as the sense of this association that all regularly-incorporated, properly-capitalized organizations of retail druggists who are conducting a legitimate wholesale drug business shall be recognized as wholesale distributers, and the executive committee is directed to use its best efforts to that end.

RESOLUTION D: WHOLESALE DISTRIBUTERS CLASSIFIED.

Whereas, It is admitted that the list of wholesale drug distributers as originally promulgated lacked proper classification, therefore be it

Resolved, That we recommend that the Executive Committee be directed to use their efforts to revise said list in the following manner: All recognized jobbers doing a strictly wholesale jobbing or distributing business shall be designated as class A. All recognized jobbers conducting a wholesale and retail business shall be designated as class B.

RESOLUTION E: WHOLESALE GROCERS.

Resolved, That it is the sense of this body that wholesalers loyal to the interests of the non-cutting trade shall not supply proprietary goods to brokers or wholesale grocers, except application be made on a blank which shall disclose the name of the retailer to whom the goods are to be shipped.

Resolved, Further, that manufacturers should discourage in all practical ways the distribution of their products through jobbing and retail channels outside of the drug trade, thereby cementing and strengthening the bond of friendship which unites manufacturers with wholesale and retail druggists.

RESOLUTION F: NEW PROPRIETARIES.

Whereas, The cutting of the price of proprietary medicines is prevalent, and

Whereas, It is to the interest of retail druggists to promote conditions which will not permit such cutting, therefore be it

Resolved, That the retail drug trade expresses itself as opposed to any new proprietary preparation the retail price of which has not been protected by a satisfactory price-protective plan.

RESOLUTION G: REGARDING CERTAIN MANUFACTURING PHARMACISTS.

Resolved, That it is the sense of this convention that those pharmaceutical manufacturers who rely upon the druggist for the distribution of their products, coöperating with him in building up the mutual interests of the manufacturer and retailer, are worthy of the aggressive friendship and loyal support of the retail drug trade.

Resolved, That the association hereby takes official cognizance of the existence of a number of manufacturing pharmaceutical houses who cater especially and directly to the physicians, whose business is *wholly or principally* made up of direct sales to doctors, and whose policy is therefore clearly incompatible with, and hostile to, the welfare of the retail druggist.

Resolved, That the retailer who deals with such pharmaceutical houses is blind to his own interests.

Resolved, That all manufacturing pharmacists, with special reference to those loyally supporting the N. A. R. D. under Resolution C, adopted at Cleveland, be asked and urged to abstain as far as possible from direct selling to dispensing physicians beyond what is required by the pressing emergencies of medical practice.

RESOLUTION H: TRADING STAMPS.

Whereas, We believe the use of trading stamps is detrimental to our best interests, be it

Resolved, That we favor the enactment of anti-trading stamp laws in the various States, and our executive officers are instructed to coöperate with local associations in securing the passage of such laws.

RESOLUTION I: PHARMACEUTICAL MANUFACTURERS.

Resolved, That we commend those manufacturers of chemicals, pharmaceuticals, and like products handled by the retail drug trade who have expressed their desire to withhold their goods from persons selling them at ruinous prices;

and we instruct the executive officers of this association to promote as far as may be practicable any proposition by any manufacturer of such products intended to prevent the sale of the products of such manufacturer at such ruinous cut prices.

Resolved, That we commend to the consideration of such manufacturers the merit of a direct contract with retail distributers.

RESOLUTION J: DEPARTMENTS OF N. A. R. D. WORK.

Resolved, That the executive committee is authorized to continue the work of organization of the retail drug trade as aggressively and extensively as the finances of the association, in their judgment, shall justify.

Resolved, That the executive committee is authorized to employ a legal adviser for the association, if the financial condition of the organization permit it to do so.

Resolved, That the work of the Department of Publicity is hereby indorsed and commended, and that the "N. A. R. D. Notes," the official publication of our association, issued under the direction of the Department, shall be so enlarged and improved as to more fully meet the publicity requirements of our work, as our executive committee may deem advisable.

RESOLUTION K: ADVERTISING.

Resolved, That we commend those manufacturers of proprietary medicines who have employed the means in their power to prevent the advertising of their medicines at cut prices, and recommend a similar policy on the part of other manufacturers.

Resolved, That preferential consideration be given to the goods of such proprietors as have inserted in their newspaper contracts a clause cancelling the contract if said papers accept cut-rate advertisements from aggressive cutters on their manufactured goods.

RESOLUTION L: TRADE-MARK INFRINGEMENT.

Whereas, This association has always taken a stand in opposition to the introduction of proprietary articles, the promoters of which seek to gain trade by the use or simulation of well-known trade names which have been made valuable through the expenditure of much money and energy by the owners of the same, be it

Resolved, That we recommend to our members that they discourage all efforts to make sale of any article that is an infringement of a well-known proprietary.

SPECIAL RESOLUTION ON THE DIRECT-CONTRACT PLAN.

Whereas, The N. A. R. D., at its last annual convention, declared itself in favor of the direct-contract and serial-numbering plan for marketing proprietaries, and

Whereas, We are convinced that this plan has been proved to be one by which the objects to be accomplished can be successfully carried out, therefore be it

Resolved, That this convention reaffirms the position of the N. A .R. D. in favor of the direct-contract and serial-numbering plan.

Resolved, That we commend the example of such proprietors as have already put this plan into effect, that we earnestly urge all proprietors who are sincerely interested in the cause of the retailer to adopt the same, and that the executive committee again call upon the individual proprietors to adopt the direct-contract and serial-numbering plan.

Resolved, That we declare our unshaken faith as the result of demonstration in the power of this plan to alone give us that relief which we are seeking, and we believe that it should be made the basis of the tripartite plan.

Resolved, Further, that in deference to what we believe to be a sincere request on the part of a large number of proprietors (as evidenced by their communication submitted to the conference committee) that they be allowed to try certain other plans of their own, we do hereby give expression to our earnest desire that said proprietors may have full opportunity to try their plans.

THE NEW OFFICERS

are as follows:

President—B. E. Pritchard, McKeesport, Pa.

First Vice-President—E. H. Wolff, St. Louis, Mo.

Second Vice-President—Samuel L. Hilton, Washington, D. C.

Third Vice-President—E. B. Tainter, Carrol, Iowa.

Secretary—Thomas V. Wooten, Chicago, Ill.

Treasurer—Chas. F. Mann, Detroit, Mich.

Executive Committee—Simon N. Jones, Louisville, Ky., chairman; Chas. Rehfuss, Philadelphia; L. G. Heinritz, Holyoke, Mass.; R. K. Smither, Buffalo, N. Y.; T. Voegeli, Minneapolis, Minn.; and M. T. Breslin, New Orleans, La.

One of the incidental features of the convention was the receipt of a letter from William Bodemann, of Chicago, president of the Illinois Board of Pharmacy. Mr. Bodemann had attended every convention in the history of the N. A. R. D., but found himself unable to go to Washington because of the suits which had resulted from the cocaine prosecutions of the Board of Pharmacy. His letter, read by President Smither, was received with great interest, and a warm resolution was passed commending the attitude of the Illinois Board toward the cocaine traffic, and sympathizing with Mr. Bodemann in the slanders which have been directed against him as the result of his determined efforts to enforce the anti-cocaine law.

* * *

The interesting information was conveyed in Secretary Wooten's report that "during the past year it was my unpleasant duty to call the attention of the proprietors to the fact that sixteen of their wholesale distributers had been proved guilty of selling goods to aggressive price demoralizers!"

A HOME OF SCIENCE.

The New "Laboratory of Medical Research" of Parke, Davis & Co.—An Illustrated Description of its Chief Features—The Elaborate Means Employed for Conducting Biological and Chemical Investigations.

Pharmacists from all over the United States have journeyed to Detroit during the last year to inspect the new Research Laboratory of Parke, Davis & Co. The marked interest which has thus been shown, and the deep significance to pharmacy which lies behind

The building itself. This splendid structure stands directly upon the shore of the Detroit River. It is 160 feet long, 60 feet deep, and three stories high, with a basement under all. The construction is thoroughly fireproof. The walls are built of hard paving brick with stone trimmings; the floors are made of steel and cement, and the roof is tiled.

the establishment of this elaborate home of medical and pharmaceutical science, warrant the BULLETIN in bringing the building to those of its readers who have been unable to visit it in person.

Biological Department: A view down the right corridor of the first floor. Operations in the various laboratories on either side may be clearly seen by the visitor as he passes along with the guide who points out the various features of interest. At the remote end of the corridor is a doorway leading into the anteroom of the cold storage chamber, where a temperature of about 2° C. is constantly maintained.

The chief features of the laboratory are indicated by the pictures, and by the textual descriptions which accompany them; we shall for the most part let these tell their own story. It may be said at the outset, though, that in this one building are centralized all the appliances for scientific work which modern skill and experience have developed. The leading laboratories of Europe and America, private and public, were searched for ideas in laboratory construction, in apparatus, in advantages of every kind; and the net result of this search was brought together in a building which will be a model for many years to come.

Biological Department: The laboratory for the preparation of beef bouillon, which is used as the culture medium in the process of manufacturing antitoxins. The bouillon is prepared in the steam-heated copper kettle in the background. Upon the left is the apparatus for expressing the fluid from the beef. On the right are freshly charged flasks, stoppered with sterile cotton, while on the extreme left edge of the picture may be seen the corner of an autoclave in which the flasks and their contents are sterilized before being sent up to the planting room; in the latter room the germs are grown in the medium, and the toxins which they develop are injected into the horse for the purpose of developing the *anti*toxin.

TAKING A TRIP THROUGH THE BUILDING.

The reader will get a clearer idea of the laboratory if he imagines himself to be taking a trip through it in reality. The building itself, shown in our first illustration, is favorably located directly on the river front, a block distant from the main portion of the manufacturing plant in the rear. Let the visitor suppose, then, that he is walking up the front steps seen in the first engraving. He at once finds himself in a wide, open hall; from this corridors run to

the right and to the left, and straight in front is a double iron stairway leading to the floors above.

THE FIRST FLOOR: BIOLOGICAL PRODUCTS.

This first floor is devoted to the biological products of the house. As we walk down the right corridor we see rooms in which the various toxins are prepared for injection in the horses and other animals over in the biological stables. In one room, for instance, the germs are planted in the media contained in flasks; another serves as an incubator for keeping the flasks warm to allow the germs to grow; in still another the toxins which these germs have thus developed are separated from the liquid by

Biological Department: After the horses have undergone treatment with the toxin until they are immune, the blood is drawn, and the clear serum containing the antitoxin is separated from the clot and siphoned off into sterilized glass tubes. These are removed to the laboratory, and the serum is then passed under pressure through sterile porcelain filters, in the manner shown above, after which it is tested and bottled ready for the market.

filtration; and so on through many others. Down the left corridor, on the other hand, the visitor sees rooms, separated from those of the right corridor to avoid any possible contamination, in which the serums and vaccines, brought from the biological stables in crude form, are put through the final stages of manufacture and purification—rooms where the serums are filtered through sterilized filters or porcelain cylinders under high pressure, where the vaccine is ground with glycerin into a smooth emulsion, where, in a huge refrigerator, this emulsion is placed to "ripen" for several weeks, and where the products, finally complete, are put in bulbs and tubes, labeled, and prepared for the market.

THE SECOND FLOOR: BIOLOGICAL RESEARCH.

Ascending the broad double staircase now, we come to the second floor, occupied by the Department of Experimental Medicine. A long corridor runs from end to end of the building, and on either side of it are numbers of elaborately equipped little laboratories for work in bacteriology, physiological

Laboratory of Pharmacology on the Second Floor: This is a view of one of the rooms in which the physiological assay of drugs is performed. These include such important extracts as digitalis, convallaria, strophanthus, Indian cannabis, ergot, squill, aconite, etc., and such active principles as digitalin, strophanthin, and others that cannot be assayed chemically, but for which a reliable standard of strength is urgently demanded by the medical profession. A great variety of animals are used in this work; these are conveyed directly to the laboratory by a small elevator that communicates directly with a vivarium in the basement.

assaying, animal chemistry, and pharmacology. A large and well-trained staff of scientific specialists is constantly at work here striving to improve existing pharmaceutical, chemical, and biological products, and to bring new ones forth, in order that dreaded

A Room for Research in Bacteriology. This is one of several laboratories in which bacteriological work is being done by specialists with a view to discovering agents and methods which will do for other contagious diseases what antidiphtheritic serum has done for diphtheria, or vaccine virus for smallpox. The large apparatus shown in the center of the room is an incubator, and on top of it are two additional incubators, each being kept at a special tem perature for a particular purpose. At the left is a wall case filled with glass apparatus elaborate in design and costly in character. Glass partitions at the top of the side walls permit the equal diffusion of light—a feature which is very essential.

diseases and epidemics may be robbed of their terrors.

THE LIBRARY AND HERBARIUM.

It should be said that the library of the Research Laboratory is located also on the second floor. A well-lighted and large room is devoted to it directly in the center and in front, and this is supplied with reading tables and other conveniences. Two additional rooms are required for the overflow—more

A Room for Research in Organic Chemistry: being one of several rooms where such problems are worked out as pertain to new synthetic products and the like, chloretone being a marked example. This and the two preceding views were taken on the second floor—a floor given up to the Department of Experimental Medicine, and containing 16 such laboratories, each of which is 14 by 23 feet in size.

than 6000 volumes being comprised in the collection. And directly across the corridor from the library, and facing the rear, is the herbarium of 30,000 specimens—one of the most complete in America, representing the flora of every country on the globe. On the second floor, too, and flanking the library at

The Analytical and Experimental Department in Chemistry on the Third Floor: This large and beautifully lighted and furnished apartment occupies the upper story of the Research Laboratory. It has a floor area of nearly ten thousand square feet. In the foreground is a work-table described in the text under the next view. To the right is a handsome quartered-oak cabinet filled with glittering apparatus; a similar cabinet may be seen in the distance, while beyond the glass partition, in the background, is the Laboratory of Experimental Pharmacy.

either side in the front of the building, overlooking the river, are the offices of the two prominent directors of the biological departments.

THE THIRD FLOOR: THE ANALYTICAL DEPARTMENT.

Ascending now to the third floor, we reach the department which seems a little more familiar to the pharmacist. This is occupied by the analytical and experimental departments in chemistry. Several of the engravings show views of this floor, and it does not therefore seem necessary to add much by way of description. Suffice it to say that on one side are examined and tested the chemicals purchased or manufactured for use in the preparation of the firm's products, and here also are assayed the finished products themselves. This in general comprises the routine work of the analytical department; and it is

Analytical and Experimental Department: To the right may be seen a number of "working sections," each 14x15 feet in extent and separated from one another by low partitions—a plan that affords the necessary isolation for individual work and yet does not interfere with lighting, heating, and ventilation. In the foreground is a large work-table of iron with alborine-stone top. This table, as well as those in the working sections, is fitted with hot and cold water supply, steam, compressed air, mechanical vacuum, gas, and water at high pressure for use with the aspirator pump. To the left may be seen a large hood of glass and iron, fitted with steam and sand baths, with special provision for ventilation.

done on the right half of the floor in the compartments shown in one or two of the pictures.

On the other side of this third floor is

THE EXPERIMENTAL DEPARTMENT IN CHEMISTRY.

Here likewise, as on the second floor, a corps of chemical and pharmaceutical specialists are engaged in the various lines of research and investigation, endeavoring to enrich pharmacy and medicine by perfecting old remedies and bringing such new ones forward as will be real and necessary additions to the materia medica. A dark-room for polariscopic and spectroscopic work is situated near the center of this department, and rooms are also set apart for

combustions, glass-blowing, and the generation of offensive gases. A model balance room, located on this floor, is shown in one of our pictures.

AN INTERESTING BASEMENT.

We have now made a hurried visit to the three main floors of the building, but in reality there are two additional floors, and both of them serve important purposes. The basement, indeed, is scarcely less interesting than the main floors. In addition to the heating and ventilating apparatus which it contains, there are modern machines for supplying compressed air, vacuums, and water under high pressure to the work tables throughout the building. An improved refrigerating apparatus supplies arctic-zone coolness to the refrigerators on the various

Analytical and Experimental Department: In each working section are two large windows through which pours a flood of light that is diffused by reflection from the white adamantine walls. Ample cabinets containing shelving and drawers are provided, with about thirty-five linear feet of table surface and the necessary reagent racks and furniture. The table tops are constructed of maple, laid on in strips, then bolted together; the whole being stained black and finished with paraffine.

floors. Then there are the several means of sterilizing flasks, glassware, and other material, including a steam autoclave; and at one end of the basement are the "vivaria"—rooms where are kept a small supply of the live animals used on the floors above for purposes of experimentation and physiological assay.

FINALLY—THE ATTIC.

In the attic, finally, is another portion of the ventilating apparatus. Without going into details it is sufficient to say that fresh air is forced into each room by a large fan in the basement, and drawn out by a large fan in the attic. The building is heated by steam delivered under high pressure from the central power-plant of the establishment, through a conduit 700 feet long. It is carried directly to the attic, where the pressure is reduced to one atmosphere, and the steam passed through pipes to radiators in the rooms below. The radiators are used only in the coldest weather, as the fresh air supplied through the conduits is usually sufficiently warm to make the

Analytical and Experimental Department—The Balance Room: The principal feature of this room is a shelf of polished Italian marble, fourteen feet long, two and one-half feet wide, and two inches thick, supported by iron beams set in the outer wall of the building. This excellent arrangement prevents vibration, as contact with the inner walls or floor of the room is entirely avoided.

rooms comfortable. It is an interesting and suggestive fact that there are several miles of piping in this building—a statement which indicates at once the size of the Research Laboratory and its completeness of equipment.

Laboratory of Experimental Pharmacy: This fine, well-lighted room is 20x60 feet in size. It is equipped with large pieces of apparatus, including drug mills, ointment and mass machines operated by electric power. A small steam vacuum pan may be seen in the center of the picture. In other parts of the room, not shown in the engraving, are percolators, evaporating pans, and refrigerating apparatus of the most convenient kind, and sinks and closets for washing and drying apparatus.

AROUND THE CAMP-FIRE.

A Tale of Army Life from the Philippines—The Apprentice Who Did Too Much Tasting—An Ingenious Method of Making Milk of Sulphur—How Druggists are Often Unjustly Accused by Ignorant Customers.

AN ARMY INCIDENT.

Louis Frank, writing from Atlantic City, New Jersey, contributes the following reminiscence of army life in the Philippines:

The year 1900 A. D. was rather a strenuous one for the khaki clad boys serving your Uncle Samuel in the Philippine Islands. In the service was many a disciple of the mortar and pestle, assisting in the chase after the elusive Filipino up mountains and across valleys, from sea to sea.

On one expedition the column to which I was attached halted for a brief rest of two weeks at a small town on the west coast of Luzon, in the Province of Cavite. As was customary, our surgeon made a sanitary inspection of the Filipino shacks—our quarters. As a result he prescribed a liberal dose of the disinfectant at hand—bichloride mercury. As hospital steward and custodian of the medical supplies, it was my duty to meet the issue. The stuff was accordingly distributed, and an unlimited amount of advice concerning its nature and use was thrown in for good measure. Both the advice and the distribution of mercury for disinfecting purposes were of frequent occurrence, and the whole command was consequently as well acquainted with the stuff as it was with quinine.

About 3 p. m. one day, Private Wm. Carroll, of "H" company and a member of the guard, having completed his two hours tour of guard duty concluded he ought to have a dose of quinine to help pass away his four hours of leisure. He noticed a bottle standing on a ledge in a corner of the guard house, and, notwithstanding the fact that every tablet was marked poison, helped himself to a liberal dose and swallowed it. Luckily he was observed by the sergeant of the guard—a soldier of intelligence and action.

Some quick work was necessary, and Private Carroll was hurried to the hospital where I held forth. A patent stomach pump (which up to this time had been considered a useless item in the equipment of the army medical chests) was brought into play, together with a liberal use of the customary anti-

A North Dakota Pharmacy.—On this and the opposite pages are shown two drug stores in Bismarck, North Dakota. For a country town which has but a few stores, Bismarck is uncommonly fortunate in possessing pharmacies which are so metropilitan in appearance. The population of the place is about 3300. The pharmacy shown on this page is that of P. C. Remington; and we are informed that besides having a complete and up-to-date stock of drugs and drug sundries, Mr. Remington handles such side lines as tobacco, cigars, books, and stationery.

dotes, assisted by about half a barrel of water, and Private William (afterwards called "Bichloride Bill" by the hospital corps) was soon out of danger.

He was kept under observation for two hours and then returned to duty. A couple of hours later he was pacing his beat with his weather eye trained for the enemy.

OF AN INVESTIGATING TURN OF MIND.

Theodore V. Brown, proprietor of the Red Cross Pharmacy, of San Jose, Cal., contributes the following recital:

In 1856, when a boy of seventeen, I was apprenticed for three years to Mr. Henry N. Rittenhouse, the well known licorice manufacturer, who then conducted a drug store at 11th and Brown streets, Philadelphia. On the day I entered Mr. Rittenhouse's service he was engaged in the evolution of a large quantity of Wistar's cough lozenges; he did the weighing, rolling, and cutting, while I licked the dough into proper consistence. As an embryo pharmacist I deemed it my duty to show a spirit of investigation. I tasted the dough and found it good; I tasted it again and found it better; I kept on tasting it whenever my amiable chief's back was turned, and though each time I swallowed a bigger piece, like Oliver Twist my cry was still for more.

But not for long. All too soon a feeling of satiety, not to say anorexia, came over me. I found my predilection for Wistar's cough lozenges waning with inexplicable rapidity. There was a sour taste around the corners of my mouth, and I felt as though, had I but access to a mirror, I should find my complexion of an interesting pallor. Yet I went on with my work—the manual, not the gastronomical, part of it.

Then I got drowsy, and a little weak in the legs. What could it mean? Could it be a reaction? Or a reflex action? I remembered having read of such things. Could cough lozenges have a reflex action?

At last my busy chief noticed me.

"What is the matter with you? Are you sick?" he asked. "You look very pale."

"I do feel a little sick," I answered.

"Have you been eating any of this stuff?" he went on.

"Just a little," said I.

"Show me about how much you think you ate. If you ate much, it may kill you."

By this time I was sufficiently scared to be willing to tell the truth; accordingly I cut off about as much from the remaining mass as I thought I had eaten. Mr. R. put it on the scales—20 ounces av.

"Follow me!" yelled my chief, as he grabbed the ipecac and sulphate of zinc bottle, and rushed into the back yard.

ANOTHER NORTH DAKOTA PHARMACY.—The store shown in this engraving belongs to B. E. Jones. Mr. Jones is a graduate of the School of Pharmacy of Northwestern University, and we are under the impression that for a time he served as an instructor in his alma mater. At any rate he has always been much interested in analytical work, and does a good deal of it for the physicians of Bismarck. He has been owner of this store only a short time, and was previously its manager.

"Theodore, I am afraid you will never have much luck at the drug business," he said, after he had turned me inside out for an hour or so.

SOME AFTER-DINNER STORIES.

An English reader who modestly signs himself "Ixion" contributes the three following postprandial yarns:

In the high-class West End pharmacies of London business is so brisk that a day-book clerk is necessary, and can be afforded from the profits of the place. One of the regulations laid down by the owner in a certain pharmacy of this type is this: that after closing time (8.30 P.M.) *two* assistants and a boy shall be on duty until 11 o'clock. Now there happen to be eleven qualified assistants employed in this pharmacy, so that through the usual routine it occasionally transpires that "Mr. Day-book" has to take his turn with the rest. Not long ago he happened to be in one evening with one of the qualified assistants. About 9.30 o'clock the assistant received an urgent summons to visit a hotel around the corner and join in a toast to one of the other assistants who "had just dropped on a soft thing." During his absence a lady rang the bell, was duly admitted, and asked for two ounces of milk of sulphur.

A little knowledge is a dangerous thing! "Mr. Day-book" proved the truth of this epigram most effectually. He knew the location of the sulphur drawer, and took it upon himself to send the boy out for a half-pint of milk. It being late, the boy had some difficulty in getting the milk, and finally arrived back at the pharmacy about as the qualified assistant was returning from the banquet. The assistant found the lady customer fuming at being kept so long, while "Mr. Day-book" was using his best endeavors to soothe her with the comforting assurance that he had got the sulphur all right and was only waiting the return of the boy with the milk. Tableau!

A CONFUSING QUESTION.

A funny incident [continues "Ixion"] happened on one occasion when I was a qualified assistant. A new traveler came into the pharmacy one day from the wholesale drug house where the proprietor purchased the greater portion of his drugs. Greeting him after the traveler had introduced himself, the boss asked: "Where is old Mr. So-and-so who has called on me for so many years?" The new traveler replied: "Oh, he will be around as usual later on. I am simply the new partner. I have just left Oxford and am calling upon the customers of the house so as to know them." The conversation from this point flowed on pleasantly, and soon my master asked: "Oh, by the way, what is 'gold-beaters' skin' made of?" This was a puzzler for the Oxford man.

A CUBAN PHARMACY.—This view of a very successful and well known pharmacy on the island of Cuba will doubtless prove very interesting to the American druggist as being so different from the type of store with which he is familiar. It is the Cienfuegos branch of the Tacquechel pharmacy of Havana. Cienfuegos, made familiar to the readers of the newspapers during the Spanish-American war, is situated on the southern coast of Cuba, and is perhaps 150 miles from Havana.

He stammered and stuttered and finally blurted out: "Oh—oh—gold-beaters' skin—let's see—why, gold-beaters' skin—is—is—why, why it is the skin of the gold-beater!"

"OLD TOM FUGIT."

An elderly person [continues "Ixion"] was visiting the country with her husband. They passed their time in looking around the neighboring churches. It happens to be the custom (or rather was in olden times the custom) to affix a sun-dial upon the side of every church having the motto "Tempus Fugit." After seeing this motto day after day at the different churches the old dame finally remarked to her husband: "That there old Tom Fugit must ha' made a pile o' money making them sun-dials. His name is on every one of 'em you see!"

CHRISTMAS ADVERTISING.

Now is the Time to Think About it and Make Plans—Schemes which Have Been Devised by Successful Druggists in Former Years—Specimen Newspaper Advertisements—Several Booklets and Folders.

November is the month when druggists who do much holiday business need to get their plans under way. Advertising schemes should be pretty well thought out during this month, and a varied and resourceful campaign should begin as soon as the first day of December rolls around. In this article it is chiefly proposed to mention a number of holiday advertising ideas which druggists in different parts of the country have devised with success during the last year or two.

NEWSPAPER ADVERTISING.

In utilizing the daily paper as an advertising medium through the holiday season, one should change his "copy" two or three times a week. For that matter, indeed, every day would scarcely be too often. There is much to talk about at this time—many lines of goods to exploit—and the druggist should cover the ground as thoroughly as possible. Moreover, he should let people know that he is thoroughly alive and is everlastingly hustling for Christmas business. In getting up newspaper advertisements, talk about one thing, or one class of things, at a time. Don't commit the customary offense of alluding to yourself as a "dealer in brushes, combs, soaps, perfumery, toys, toilet articles, stoves, elephants," and pretty nearly everything else under the sun. Talk about one thing at a time. Of course, if you find it necessary at times to speak of a number of things in any one advertisement—in a large advertisement, for instance—then divide the space into sections by means of what printers call "rules." In each section one subject can then be discussed as in a separate adv.

A SPECIMEN NEWSPAPER ADV.

The following advertisement is clipped from the *Druggists Circular*. M. E. Gould is responsible for it:

Leather Novelties As Gifts.

VERY choice. It will be hard to get anything more acceptable for the money. Pocket Books, Purses, Card Cases, Bill Books, Music Rolls, Collar and Cuff Boxes, Traveling Cases, and a great many little articles, dainty and nice to give to men or women. They are the best we have ever shown at the price. Come and see them.

ANOTHER NEWSPAPER ADV.

Mr. Gould is also sponsor for the following advertisement; it is rather catchy, but general statements

of this kind are only permissible occasionally to call the public's attention to one's holiday line as a whole:

Yo-Ho
For
Christmas

TOYS, Cards, Games, Novelties, Nick-Nacks, Boom-Booms and Tra-la-las. A lot of things for Big Folks, Little Folks, and Half-way Folks. Presents for grandpas and mas and grandsons and uncles and aunts and thirty-second cousins. Come and get into the happy push.

STILL ANOTHER—A GOOD ONE.

L. J. Hunter & Co., of Tracy, Minn., had an advertisement in the local paper last year which was excellent. It consumed nearly a page of space. This was divided into four sections, devoted respectively to "Gifts for Men," "Gifts for Boys," "Gifts for Women," and "Gifts for Girls." Mention was made in each section of the different articles deemed useful for the purpose, and prices were in every instance cited. The suggestions were excellent and were much appreciated by buyers. The one great difficulty which you hear people complain of during the holidays is this: they do not know what to select for their friends. They wander around in a maze of doubt. If you can help them to a decision you at once put yourself in the way of a sale. This idea was developed most successfully in the advertisement under mention.

APPEALING TO DIFFERENT CLASSES OF PEOPLE.

What has been said in the previous paragraph applies also to another phase of the holiday advertising problem. It is a good plan to classify people—to get out advertisements which appeal to different classes of customers. For example: John R. Cates, manager of the store of G. R. Bradley, of Newnan, Ga., got out a number of letters two or three years ago, which he sent respectively to Sunday-school teachers, young men, young women, and to other classes of people. The letter to the Sunday-school teachers referred to gifts suitable for Sunday-school scholars—books on religious topics, Bibles, and the like. The letter to young men was confined to the subject of confectionery—a thing which appeals with great force to the sweet teeth of fiancées! And so on with the other letters.

WINDOW DISPLAYS.

Do not forget that, whatever advertising you do, it should be supplemented by good window displays; and these should be changed almost as frequently as the "copy" in the newspapers. If you are making any special drives in your advertisements, it is a good idea to exploit the same thing in the window concurrently. As far as possible have everything concentrate on a given point. The sun's rays are a good deal hotter when focused! In this connection it may be pointed out that several good holiday windows will be found illustrated and described in the November and December BULLETINS for the last two or three years.

PERFUMES AND TOILET ARTICLES.

Of course, at Christmas time, perfumes and toilet articles comprise very prominent departments in the store. For that reason they ought to be displayed as attractively as possible and a big thing ought to be made of them. Every time a customer asks about something or makes a purchase, the druggist, or the clerk, or the salesman ought to mention perfumes.

Along about the middle of November it would be well to get out a good circular listing the various perfumes, sachets, toilet waters and toilet articles which you have in stock, giving the price of each per bottle and per ounce. These perfumes could comprise part of the circular if you wanted to put in for the rest of it something about other toilet articles and gift novelties.

A SPECIAL SCHEME.

Here is a plan out of the ordinary that originated two or three years ago in the fertile mind of Minor E. Keyes, a successful Detroit druggist. It has already been mentioned in the BULLETIN, but repetition at this time will do no harm. It attracted a great deal of attention and brought about a large increase in the sale of Christmas goods. It consisted simply of this: Mr. Keyes offered six prizes aggregating $10 in money to those who would hand in the greatest number of words made by using the letters K-E-Y-E-S F-O-R C-A-N-D-I-E-S. In case, however, more than one competitor should have the same number of words, the prizes were to be divided

qually. It was directed that no letter should be sed more than once unless such letter were found ftener than once in the legend (the letter "E," for ıstance, occurred three times). All words were to e arranged by the competitors in alphabetical order, nd it was announced that words improperly placed ould not be counted. The lists of words were all be handed in not later than December 24, and hen deposited a purchase to the amount of twenty-ve cents was required. Of course all the children the neighborhood were anxious to get a prize, nd they induced their parents, their friends, and verybody else to buy their drugs, toilet goods, and e like of Keyes in order that the prizes could be ompeted for. It may be said in conclusion that the hole scheme was set forth in a circular 5 by 19 ches in size, and that these circulars were placed the packages leaving the counter, given to the ildren during recess at the grammar schools, and istributed in numerous other ways.

A BOOKLET.

Frank Christopher, of North Lewisburg, Ohio, ot out a very clever booklet last year. It was poorly rinted, but the text was excellent. The booklet as 3½ by 6 inches in size, and contained eight in-de pages. Mr. Christopher divided his Christmas ock into classes, and discussed these separately. he heads, for instance, were as follows: "Pictures," Toilet Sets," "Indian Baskets," "Purses and Pock-books," "Bibles," "Stationery," "Atomizers," and Brushes and Combs." The cover bore this title: It Costs Nothing to Look." Here is what Mr. hristopher had to say about

BOOKS.

A book makes a suitable gift for old or young. We have y kind you want—religious, historical, fictional, etc. Over o different titles to select from. Books of the day—books at are being talked of—the standard authors—all the books the reading public. Last year we were unable to supply e demand for a 25 cent book. This year we bought early in September) and have a book for 25 cents that surpasses at of last year. They are stamped in gold on the side and ck, and have large type, fine book paper, and an extra th binding. We have a nice cloth bound book for 15 nts that is worth all we ask for it. Full line of "Henty" oks for boys, 25 cents. If you want a book that we do not ve in stock we will get it for you at a price lower than e publisher's price. Mail orders will receive prompt atten-on.

ANOTHER BOOKLET

as gotten out a year or two ago by W. C. Wheel-ck, of Kalamazoo, Mich. This booklet was smaller than the one mentioned in the foregoing. It was 3 by 5¾ inches in size, and contained but four inside pages. The cover, moreover, was of the same stock as the rest of the booklet. The title was "The Christmas Part of a Drug Store." Mr. Wheelock led off with a general talk about his Christmas stock, and then passed on to speak respectively of "Correct Stationery," "Dainty Perfumes for Dainty People," and "Brushes, Mirrors, and Toilet Goods." Here is what Mr. Wheelock had to say about one of these subjects:

DAINTY PERFUMES FOR DAINTY PEOPLE.

There are few women that cannot be pleased by the gift of a delicate, refined perfume.

That ought to be a valuable hint to a great many anxious seekers after holiday gifts.

And not only women, but most men also, have a certain care in the matter of their toilet that requires a really good perfume to satisfy.

To please perfume buyers is a very easy task with us. Hardly a day goes past but that some discriminating person comments on the choice array of perfumes that can be had at our store.

As a Christmas gift, you have the chance of pleasing someone very much with some of our perfumes in fancy holiday packages.

The prices start in at 10 cents and run up as high as $1.50.

If you neglect to look up our line of perfumes before you do your Christmas buying, you are missing a really good opportunity.

Another page of Mr. Wheelock's booklet contains this:

BRUSHES, MIRRORS, TOILET GOODS.

Those who are more immediately related to you—the members of your own family and your more intimate friends—always expect a present that is really useful, and there is nothing that will prove more satisfactory in this respect than a gift selected from our stock of toilet articles.

What could be more appreciated by your mother or sister,—or somebody else's sister, for that matter,—than a toilet set selected from our handsome line of brushes and hand mirrors? It will be well worth your while to see what we have to show you in this line.

Then there are soaps of all kinds.

Some folks are never so particular as when selecting their toilet soaps. Such people are sure to be more than pleased with a box of stylish toilet soap.

Style in soap?

Oh, yes. There is such a thing as stylish soaps, and we sell them, too.

The stylish soaps are not cheap—that's not their attraction.

Our toilet soaps are priced from 15 cents to 75 cents a box, and from 5 cents to 25 cents a cake.

AN INGENIOUS FOLDER.

Eugene A. Pfefferle, of New Ulm, Minn., got out a holiday folder last year which was quite a success. When open, it was 7¼ by 10 inches in size. The title was "A Few of Our Special Bargains," and then followed brief mention of "Albums," "Fancy Toilet Goods," "Toilet Cases," "Pocketbooks and Purses," and "Musical Goods." The paper was a very good quality of heavy white stock, and the ink was a very pretty violet of a dark tint. The typography was excellent. The ingenious feature of the thing was that it folded up in such manner as to be addressed for transmission in the mails. When so folded it was 3 by 5 inches in size. The place usually occupied on a regular envelope by the "return" card contained this statement: "Holiday Goods at Exceptionally Low Prices. Are You Interested?" At the bottom, under the written address of the recipient, was this: "From Eugene A. Pfefferle, the Reliable Druggist." The folder was kept closed by thrusting the folded ends into one another in telescope fashion.

A FOUR-PAGE CIRCULAR.

Yeager & Fulton, of Braman, Oklahoma, had a little four-page circular printed for the holiday trade one season. It was 3¼ by 5 inches in size. The paper was a good quality of white stock, and the ink a blue. Of course the space was not great, but a few terse words were said concerning the main lines of the holiday stock. Messrs. Yeager & Fulton mailed the circular not only to their own regular customers in Braman, but to the people of the adjoining towns; and their wisdom was vindicated by a large increase in their holiday business.

THE CUSTOMER.

A Practical Paper on a Practical Subject—How the Patrons of the Store Should be Treated in Order that Their Support May be Retained and Increased—A Satisfied Customer is the Best Advertisement a Druggist Can Have!

By J. T. PEPPER.

Serving customers intelligently and satisfactorily behind the retail drug counter is not so easy as some people imagine. There is something more to do than hand out Epsom salt or a package of patent medicine and taking in the money for them. The druggist who is a good salesman must be a good and quick reader of human nature. He must understand his business thoroughly and know all about the goods he is selling to his customers. He must work all day and almost all night planning things and then attend to these plans to see that they are properly and successfully carried out. He needs the patience of Job, the wisdom of Solomon, and the strength of Samson to satisfy and please all sorts and conditions of customers and build up a profitable business.

THE VALUE OF FRANKNESS.

It is best always to be frank and straightforward in dealing with customers. A large measure of the success of any drug business may be attributed to the constant exercise of this spirit. Every action should be open and above board. All treatment shown to customers should bear daylight. Clerks and apprentices should be firmly instructed that misstatements or misrepresentation of any kind will not be tolerated under any circumstances.

HOLDING OLD CUSTOMERS.

Treat them right. This means everything. Never let them think you overcharge them one cent because you have their trade. Be very careful and considerate in your treatment of them. Be just as anxious to please them as you are a new customer whose trade you are trying to get.

Keep the likes and dislikes of your old customers in mind. If you have a lady customer who is an adept at making salads, she will be pleased and flattered if you say: "Mrs. P., I have just received a fresh tin of that pure Italian olive oil that you like to use in your delicious salads." Or to a young lady: "Miss S., I now have that latest perfume that you were inquiring after." They will be pleased and flattered to think that you remember their little peculiarities.

Try and remember to ask after other members of the family who may be ill, or ask them about some trouble of their own, or how such a bottle of medi-

cine relieved such a pain that they were complaining about. Impress upon yourself the necessity of remembering little personal matters relating to the affairs of your customers so that you may have topics for conversation when they come to the store.

HOW TO TALK.

Selling goods to your customers is something like making a speech; in fact, sometimes in order to make a sale it is necessary for the druggist to make several little speeches, and these talks to customers must be short, pithy and convincing. I think it better not to talk too much price in the drug business, but rather to dwell on the *quality* and the *merit* of the medicine or article that you are trying to sell. When your customer is a purchaser he regards the price most, but as soon as he becomes the possessor he then thinks most of the quality. It is quality more than price at all times in the drug business that makes or loses a sale. A customer does not buy medicine because it is cheap; he buys it because he wants it (or thinks he does) to cure him of some pain or trouble, and it is the quality that he is after. He wants a cure.

In your talks with your customers always be absolutely sincere. To do this you must believe all that you say. You must not tell anything that you do not believe; neither must you guess at anything in the drug business. To be successful in this respect it is necessary for you to be thoroughly familiar with your business in all its aspects. In setting forth the medicinal virtues of a medicine or in explaining an article in the line of sundries, try and be natural in what you say, and if you are thoroughly posted about the subject you will see that the effect on your customer is convincing, and will produce a sale as a result. If a customer should contradict anything that you say, and you feel like arguing the point with him, do not let that feeling obtain mastery. Frequently, an argument leads on to a lengthy discussion, your sale is spoiled, and valuable time is wasted. Better stick to your text.

You cannot always tell good customers by their appearance or the clothes they wear. The best plan is to treat all with equal courtesy. Always act the gentleman. Always be polite. It costs nothing and pays well.

REMEMBERING FACES AND NAMES.

Try to get the names of your customers. Learn to associate the names with the faces. The memory can be cultivated in this habit. It is hard to get the names of some customers, for they say so little about themselves, and are in the store such a short time when making their purchases. But by patiently trying to draw them out, the name is frequently mentioned or a reference may be made to it, in which case it is a natural question to ask the name. When it is once obtained, an effort should be made to connect it with the face by some association. This will cultivate and assist the memory. But be sure and get the names right! Every person dislikes to have his name mispronounced or misspelled.

Customers are quite likely to conclude that you do not appreciate their trade when you have never interested yourself enough about them to ascertain their names. Some people are very sensitive on this point, and if they discover after a considerable time that you do not know who they are, they are likely to quit you and transfer their trade to some other drug store, where they might be given greater consideration. Druggists have to be very careful about such things. The whole drug business is made of little things and little attentions to little details. We cannot be too considerate in the way we treat our customers. We have to depend upon their generosity and their patronage for our livelihood and success in business.

A good method of remembering names and faces is to make a mental association of the name and the face of a person with some event or incident that may have occurred in the store or out of it. The memory is capable of great training and cultivation by this method of association of ideas. When you see the face the name will occur to your mind at the same time.

GET WHAT THE CUSTOMER WANTS.

If a customer asks for something that you do not have in stock, offer to get it from some of your neighboring druggists for him at once. If you cannot get it from them offer to send away and get it as quickly as possible, even if it costs you as much as you will receive for it. It is far better to lose one profit than to lose one customer! Often these little business courtesies and attentions make a transient customer a permanent one, and they give you a stronger claim on the patronage of your regular customers.

WAIT ON CUSTOMERS PROMPTLY.

See that every customer is waited on promptly and politely. It is irritating when you are a customer in some other store to wait unnecessarily.

Human nature is pretty much the same in this respect. When a number of customers come in at nearly the same time, and it is impossible for you and your clerks to wait on them all at once, you should try to make them all feel comfortable by saying politely, "I will wait on you as quickly as possible," or by simply passing the time of day with them.

Make your customers feel that their children will be treated just as well as themselves in your store. When the little ones come on messages deal with them kindly, and they will soon learn to like to come.

THE PROBLEM OF DISSATISFIED CUSTOMERS.

Customers often criticize us, make their protests against us, and yet do not let us know it. Their approval, on the other hand, is something they seldom speak of. We have to try and find out for ourselves their likes and dislikes. This is a study in itself. Some customers will let you know when matters go wrong; others will quietly leave and go to some other drug store. We understand the difficulties and vexations that worry us every day, but the average customer knows nothing of our troubles, and when something that he may get from us is not exactly right, he is likely to go to some other store. While considerable pains are necessary to please our customers, we may unconsciously slight or offend them in many ways. Some article may not turn out as good as expected; they may have been kept waiting beyond their turn; in fact, a dozen of little causes may have been the means of changing their preference for our store. The druggist must, if possible, regain a customer's good-will and restore his confidence. It is good policy to give especial study to dissatisfied customers, and to correct errors and adjust faults that they think exist in our business, our store, our stock, or our system. They may see faults that we do not see, and their dissatisfaction may be to us only "a blessing in disguise."

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 423 of the October* BULLETIN.)

MISCELLANEOUS CHEMICAL WHYS.

Why does reduced iron frequently contain an oxide? In making it, if a low red heat is used, the oxide is not all decomposed, and if a higher heat is used a more dense and less desirable product is formed. If the iron is left in a moist atmosphere it absorbs oxygen.

Why should mercuric chloride, particularly when in solution, be protected from the light? Light reduces it slowly to mercurous chloride. This is prevented to some extent by the presence of an alkali chloride.

Why does the commercial mercuric chloride not always give a clear solution with water? It frequently contains a little mercurous chloride.

Why is a jet of steam introduced into the receiving chamber in making calomel? It makes the calomel fine and soft, and dissolves out any mercuric chloride formed.

Why should calomel not be triturated hard? It is decomposed slightly, forming metallic mercury which darkens it, and mercuric chloride which makes it more active.

Why does the color of calomel vary even when pure? The finer the powder the more yellow it is.

Why does the yellow iodide of mercury become darker in color on exposure to light? It is decomposed, forming mercuric iodide and metallic mercury; and metallic mercury gives the increase in color.

Why are the solutions of mercuric chloride and sodium hydroxide well diluted before mixing, in making yellow oxide of mercury? To avoid the red-brown oxychloride. For the same reason the mercury solution must be added slowly with constant stirring to the alkali solution.

Why is the mixture of these solutions allowed to stand for an hour? To complete the reaction and decompose any oxychloride formed.

Why is chalk made into a creamy mass before

mixing with the mercury and honey in making mercury with chalk? If the chalk were added directly to the honey and mercury the mass would be so thick that it could not be thoroughly mixed, and in attempting to mix it some of the mercury would be rubbed into larger globules.

Why should mercury with chalk be protected from the light and air? In the finely divided condition mercury is easily oxidized.

Why does the U. S. P. limit the temperature to 30° C. in making yellow oxide of mercury? A higher heat tends to cause a reddish-colored compound.

Why is the solution of mercuric chloride filtered before pouring into ammonia, in making ammoniated mercury? To remove any calomel, which, if present, would give a black compound with ammonia.

Why does solution of ammonium acetate, although neutral, have a taste of ammonia? The loosely combined soda of the saliva liberates ammonia.

Why is a part of ferric chloride converted into ferric hydroxide, and this dissolved in the remaining solution of ferric chloride, in making solution of dialyzed iron? The solution so obtained contains basic ferric chloride; this does not pass through the filter as does ferric chloride.

Why is ferric hydroxide added *in portions* to acetic acid in making solution of ferric acetate? To avoid the formation of a basic salt and also to avoid heat, which would render the hydroxide less soluble.

Why should the heating of magnesium carbonate not be continued too long, nor allowed to get above a dull red heat, in making magnesia? Both conditions tend to make magnesia lumpy and granular and less readily soluble in acids.

Why are some magnesias much lighter than others? Heavy magnesia is made by calcining heavy magnesium carbonate, while the light is made by calcining the light magnesium carbonate. High heat, pressure of the carbonate before calcining, moistening the carbonate before calcining, heavy trituration of magnesia, all have a tendency to render the magnesia more dense.

Why, in mixing magnesia with water, should the magnesia be added to a large excess of water? A small amount of water makes the magnesia hard, gritty, and lumpy, while a large amount of water gives a smooth gelatinous hydrate.

Why does one part of magnesia with fifteen parts of water give a solid mass? Water is taken up to form the hydrate.

DISPENSING AND MANUFACTURING WHYS.

Why is the extract of aconite made with stronger alcohol than the fluid extract? The active principles of aconite are easily decomposed by heat, and as more evaporation is necessary in the solid extract, and alcohol is more easily evaporated than a mixture of alcohol and water, there will be less decomposition.

Why are gentian and glycyrrhiza macerated for twenty-four hours after dampening before being put into percolators in making the extracts of these drugs? Water is the menstruum used and it causes the drugs to swell considerably: by allowing them to swell before putting them into percolators there is less danger of their getting packed too tight.

Why does the U. S. P. direct, in making extracts of aconite, belladonna, and henbane, that the first portion of the percolate be reserved and evaporated after the second percolate is evaporated? The active principles of these drugs are easily decomposed by heat, and the largest portions of them are subjected to less heat by following the directions.

Why is starch sometimes found in beeswax when it is not put there as an adulterant? In pressing wax into cakes, starch is put on to the rollers to prevent the wax from sticking.

Why does spermaceti become rancid on exposure to air? Rancidity is due to a change in the oil which has not been entirely removed.

Why does the U. S. P. allow as much as 1 per cent of alcohol to be present in chloroform? This small amount of alcohol acts as a preservative; chloroform is quite easily decomposed when pure.

Why is creosote usually obtained from beechwood? Beechwood yields a rather larger amount than other woods.

Why is the word "beechwood" so often used to describe creosote? An impure carbolic acid is sometimes sold under the name creosote.

Why is a plaster made with a rubber base supposed to be less effective than one made with the lead plaster base? Some persons claim that rubber prevents absorption of the medicinal matter more than does lead plaster.

Why is glycerin in itself not a good solvent? It is so viscid that it prevents diffusion.

Why are citric acid and ammonia water used in making elixir of cinchona, iron, and calcium lactophosphate, N. F.? The ammonium citrate formed prevents the precipitation of iron that might otherwise take place.

Why should care be used in choosing copaiba for making mass or pills of copaiba? Copaiba varies in viscosity and composition, and the thickest contain-

ing the most resin is the best. It is the resin in combination with magnesia which makes the solid.

Why is lead carbonate used in clarifying the solution of gutta-percha, N. F.? It is insoluble, and, being heavy, it carries down the suspended matter with it.

Why is the amount of sugar used in making effervescing lithium citrate not definitely stated? The amount of water driven off from citric acid varies, and enough sugar must be added to take the place of this water.

Why are metallic oleates best made of "normal" strength? They keep better.

Why is citric acid used in slight excess in the formula for effervescing lithium citrate? It gives a more pleasant taste to the product.

Why are free alkaloids used in making oleates of the alkaloids? Oleic acid combines with free alkaloids, but not with salts of alkaloids.

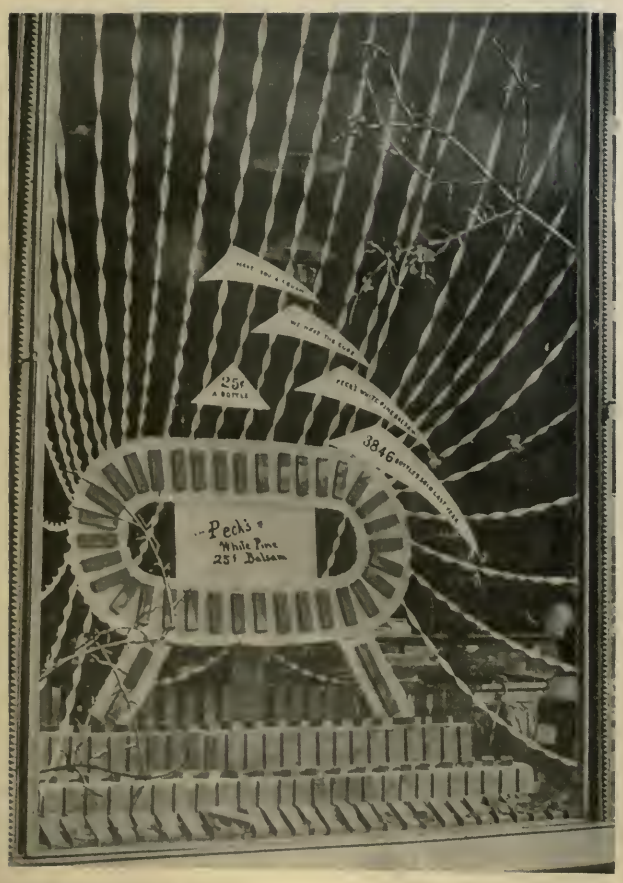
Why should capsicum not be percolated to exhaustion in making oleoresin of capsicum? Too much fatty matter is taken out.

Why should lupulin be packed very loosely in making oleoresin of lupulin? Lupulin yields so much oleoresin that it makes a thick liquid with the menstruum, and this passes through the drug with difficulty.

(To be continued.)

A FALL WINDOW.

The accompanying display is submitted to the BULLETIN by Peter J. Haan, who gets up all of the



window trims in the well-known and successful store of Peck Bros., in Grand Rapids, Mich. The subject of the display is "Peck's White Pine Balsam." The window is made to appear appropriate to the present month and season by means of a naked tree limb tacked onto the sill in such manner as to rest near the window. Two or three stuffed snowbirds are placed on the boughs, and the appearance of falling leaves is secured by pasting a few leaves upon the window-pane itself. More leaves are carelessly strewn about the cough syrup displayed in the window.

Mr. Haan remarks that this is also the season of the year to display such articles as chest protectors, hair insoles, and the like. A good plan is to put a pile of coal in the center of the window, on top of this make a chickens' nest, place five or six eggs in it, and have a sign above reading: *"Now is the Time to Lay in Coal and Buy Chest Protectors."* The chest protectors themselves can then be distributed about the window in artistic fashion.

Passing on to speak of window displays in general, Mr. Haan says: "Druggists often declare that they have no means for trimming windows. Now, all one needs is a few bottle-boxes, a saw, a hammer, and some corrugated and crêpe paper. By the aid of the saw and hammer these rough boxes can be changed into crude forms in the shape of stars, crescents, ovals, circles, squares, and oblongs. These may in turn be made more perfect in design by tacking the corrugated paper on them, and they may finally be finished by pasting over them crêpe paper of various colors. So made, the forms are ready for tacking upon them the cartons which the druggist uses for his own specialties, as has been done, for instance, in the accompanying display."

LETTERS.

NIGHT CALLS: FROM THE PRESIDENT OF THE N. A. R. D.

To the Editors:

I have just read with interest the answer submitted to the query, "Is it necessary to have a clerk sleep in a store for the purpose of answering night calls?" by Lee Pedigo, Ph.G., in the October BULLETIN. I live in the building in which my store is located, and personally attend all night calls. Within a month past I returned home late one night, accompanied by my wife, from an entertainment and noticed with disgust a drunken man reeling back and forth past the store, and who finally fell against a telegraph pole in a recumbent position and quieted down. Within one hour after retiring I was awakened by a clamorous ringing of the night bell, and a man in answer to my call said, "Come down right away; I have a prescription to fill." The drunken individual had disappeared from the post, and I had forgotten the incident.

Upon opening the store door, however, the fellow who had rung the bell said to me: "I ain't got no prescription, mister, but this here feller here is a friend o' mine, pretty drunk, and I want somethin to sober him up quick." And there, huddled up in a heap in the corner of the doorway, I discovered the original "cuss" that had previously taken lodging against the telegraph post. I did not furnish the desired assistance, and once more retired from the scene in disgust.

Apropos of this query I desire to speak my mind upon a phase of it that seems to have escaped the attention of those druggists who are continually bewailing the alleged fact that the carrying of tablets by physicians has played havoc with the prescription trade. I do not think so. The practice complained of has its bright side as well, for, since the almost universal practice among physicians of carrying emergency tablet cases, the necessity for writing prescriptions for acute attacks at unseasonable hours, rushing them off to the corner drug store, hustling the drug clerk out of bed, and tearing back to the patient, has become a thing of the past.

In my own experience night calls are now of infrequent occurrence, because my friend, the physician, has thoughtfully provided himself with such tablets as will alleviate the immediate suffering of the patient; and then he writes such a prescription as may be necessary for after-treatment; thus, the emergency having been met, the drug clerk is undisturbed until a reasonable hour. We are all too prone to find fault before reasoning things out to their rational conclusion. My verdict is that the emergency tablet is our friend, and from such a view of the condition that confronts us, I find no fault with a practice which, when properly indulged in, adds to our comfort.

There are some doctors, no doubt, who think they will ingratiate themselves by always supplying their patients with "hand-me-down" medicines, but they are never of the class who gain a strong clientele in the community, and they are usually looked upon by their fellows as unethical and unworthy of attention. I may be a trifle too optimistic in my views, but that is an advantage that saves many worries and keeps off attacks of the blues from which many druggists suffer who take only surface views of things.

B. E. PRITCHARD.

McKeesport, Pa.

AN INGENIOUS CORN-CURE WINDOW.

To the Editors:

Let me describe for the benefit of the readers of the BULLETIN a corn-cure display which I designed in the pharmacy of Connell & Co., of Winnipeg, Manitoba. It proved to be one of the best things I ever got up. It sold the goods! The floor of the window was dressed with a peck of shelled corn. On each side was a shock of corn, roots and all, showing the cobs themselves. In one corner was a block of wood with a hatchet buried in the top of it and with a card below bearing this legend: *"One Method of Removing a Corn—Take it off at the First Joint! But Connell's Method is Just as Effective and not so Painful."*

In the corresponding corner of the window on the other side was another block on the top of which were a file, a razor, and a piece of sand-paper. Fastened to the block was a card containing the following statement: *"Some Old and Obsolete Methods for Removing a Corn."* Then on each side of the window were placed a lot of old shoes which had been procured from a cobbler. They ranged in size from a delicate No. 2 Trilby to a No. 12 brogan. Holes were cut in them where the corns are usually situated; and on each shoe was placed one of the following cards:

"Corn Storage. Room to Let for a Heavy Corn Crop. Owner Disposed of His with Connell's Corn Cure."

"This Corn-bin to Let. Owner gone out of the Corn Business Since Using Connell's Corn Cure."

"This Corn-crib to Let. Owner Disposed of all his Corn with Connell's Corn Cure."

"This Corn-crib for Sale. Owner has no Further Use for it Since Using Connell's Corn Cure."

"This Corn-bin for Sale. Owner Used Connell's Corn Cure. Has no Further Use for this Bin."

In the bottom of the window were placed corn pads, corn cures, and the like. Elevated on three covered boxes in the center of the window were put bottles of "Connell's Corn Cure," and at the back of the window were three large cards having the following text matter on them:

1. "A corn popper—that's what our Corn Cure is. You apply Connell's Corn Cure and the corn pops out!"
2. "Our liquid Corn Cure is 15 cents. Our Corn Salve is 25 cents. You cannot afford to keep your corns at this price, can you?"
3. "H—l hath no fury like a woman's corn. Of course, if she uses Connell's Corn Cure she keeps her temper!"

Finally, a sign reading "Connell's Corn Cure" was constructed out of grains of corn pasted onto a board; and this was suspended in the center of the window near the window-pane. J. WERNER.

Winnipeg, Manitoba.

"MACHINE OIL"—WHAT IS IT?

To the Editors:

During the days of my apprenticeship whenever any one came into the store looking for machine oil we invariably handed out sperm oil. Is there any logical reason for this? Ninety-five per cent of the readers of the BULLETIN will say "Of course!" But why do they think so? Simply because this is what their predecessors taught them, which is just what *their* predecessors had taught *them,* and so on to medieval darkness!

For instance, why not use a mixture of benzine and rape-seed oil—that is, provided you can get rape-seed oil up to your standard of purity. I might say that people go to the sewing-machine offices for machine oil simply because the machine man talks to them like this: "Why, if you go to the drug stores you will get nothing but sperm oil." And when we reflect on the thousands of homes where sewing machines are used it is evident that the trade which legitimately belongs to the druggist has been driven away. I reiterate that this trade belongs with the druggist because the machine man cannot give a logical explanation of what his oil is chemically, beyond his stereotyped expression that "it contains a superior quality of sperm oil."

I suppose many pharmacists believe that making the sale is all that is necessary. They believe that the customer will not know, or will never discover, the difference, and that therefore attention to details and quality and good service are precious moments thrown away. THOS. A. MAJOR.

Manistee, Mich.

HIS METHOD OF ADVERTISING SPICES.

To the Editors:

A druggist has many examples set before him where advertising has paid, and paid richly. Why is it, then, when he has a first-class preparation, that he does not push it vigorously? Of course, a great deal of money has been thrown away in foolish advertising, but if the druggist will keep a good eye on the BULLETIN OF PHARMACY he will receive excellent helps and will be in position to increase his sales greatly.

The writer has investigated many advertising plans, and spent much time and money in looking into different methods and ways of pushing business. One of the best means he has found is a liberal use of postal cards. If you can catch the eye, you can also secure the attention of the mind; and a postal card gives you the opportunity of bringing your message directly before the prospective customer in an advantageous manner.

If we can start out a postal by some catchy or interest-compelling word or title, the chances are that the recipient will read the thing from beginning to end, inasmuch as a postal does not contain very much matter or involve anything but a short reading.

Here, for instance, is the text of a postal on spices which I recently sent out:

5000 TO THE POUND.

Clove trees, when ten years old, are capable of yielding twenty pounds of cloves. When twenty years old, they yield about one hundred pounds.

When forming, the cloves are of a white color; then they change to a green, and when finally gathered are of a bright-red color. About 5000 cloves weigh a pound.

I am selling nice, pure, fresh spices, which will give your pickles and preserves a rich flavor.

JUDD'S DRUG STORE.

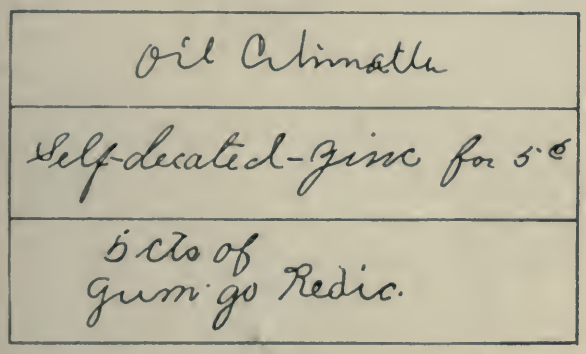
I believe that postals or advertising matter which gives useful information of this nature are usually read for that reason. At any rate, these postals have brought me considerable business. We all know that there is money in spices if they are properly handled.

There is one important point to consider, however: None but the best goods must be sold if we expect to succeed in the business. ALLEN B. JUDD.

West Hartford, Conn.

SOME UNIQUE SPECIMENS.

The three samples of English shown in the accompanying illustration are submitted by BULLETIN readers. The first, received from John K. Johnston, of Millen, Ga., calls for oil of citronella; the second, submitted by W. O. Bennett, of Temple, Texas, shows an improved method of spelling sulphate of zinc; and the third, contributed by J. P. Cannon & Son, of McKenzie, Tenn., represents a



heroic effort to write gum guaiac. In this connection the editors of the BULLETIN desire to repeat that they have on hand a large number of these illiterate specimens which are being used in the order of their receipt. Readers who fail to see their own contributions, even after several months have gone by, will understand the reason for the delay, and will realize that we are reproducing the specimens as fast as practicable.

A "RUBBER" WINDOW.

To the Editors:

I have been a reader of the BULLETIN for two years and have enjoyed it very much. I pay particular attention to the window display feature, and have repeated several of the trims in our store. We believe in running window displays in groups or classes.

Having derived a great many ideas from your pages, we believe a description of our last window will be appreciated by some of your readers. Our idea was to advertise our different rubber articles. We covered the window pane with whiting, leaving a few small openings for inquisitive people to look through, and then hung up a sign reading "*Don't look in this window.*" Directly in front of each opening we had a sign reading "*Rubber.*" Then we arranged our display of rubber goods—hot water bottles, syringes, etc.—on the floor of the window. The effect was that nearly every one who passed the window looked in and walked away with a smile on his face. In fact, the display caused more comment than any window trim we have ever made.

WM. M. JACKSON,
of Wm. H. Jackson & Son.

Lebanon, Ohio.

ADMINISTERING CASTOR OIL: STILL ANOTHER METHOD.

To the Editors:

In connection with Mr. Hague's article in the August number of the BULLETIN on the "Methods of Administering Castor Oil," allow us to contribute the following process, which we have used in our business for several years with best results to ourselves, the physician, and the patient:

Take of pure

Castor oil	1 pint.
Alcohol	½ ounce.
Granatose	10 grains.
Oil of wintergreen	10 drops.

Dissolve the granatose in the alcohol and add to the oils, shaking well.

This makes an article which is sweetened and flavored so that any child will take it. W. & F.

Orion, Illinois.

A LUCKY ESCAPE.

To the Editors:

I was much interested in noticing on page 429 of last month's BULLETIN the letter from Milo C. Kutchin, of Almond, Wis., concerning one "T. J. Dunlap." I read the letter to the clerks, and we all remembered a little card which we had tacked up on our cash register at one time. It read as follows: "Dunlap's Corn Destroyer—throw their agent out!" But the agent never struck this town, and so we never had the pleasure of carrying out our purpose.

E. V. BALDWIN.

Hampton, Iowa.

MORE PHONETIC SPELLING.

To the Editors:

Every druggist frequently gets illiterate orders from people which are often very amusing. I enclose one received a few days ago. It may interest

> Greens bur Ga apres the 16 1903
> mr pincer send me a oild
> cock pois plaster

some of the BULLETIN readers. Doubtless no difficulty will be experienced in interpreting it, but I may say that the correct translation is as follows:

"Greensboro, Ga., April the 16, 1903. Mr. Pinson, send me an Allcock's porous plaster."

J. L. PINSON,
Proprietor Pinson Drug Co.

Greensboro, Ga.

A METAL POLISH.

To the Editors:

I send you formula for a metal polish which I have found to be excellent:

Powd. tripoli, white	15 grains.
Powd. terra alba	85 grains.
Oleic acid, *pure*	10 minims.
Benzine, enough to make	1 ounce.

Mix the powders thoroughly in a mortar, transfer the mixture to a bottle, and then add the oleic acid and the benzine.

F. B. RAYNALE.

Detroit, Mich.

WHAT NEXT ARE WE TO DO?

To the Editors:

Permit me to ask the thousands of druggists who read your excellent journal, What next are we to do regarding the matter of getting fairer prices for "patents?" The recent N. A. R. D. convention at Washington certainly did the right thing for us by reindorsing the Miles plan, but if the so-called big proprietors continue to hold back, instead of favoring the plan, but little improvement will follow. There is only one way to compel prompt action by the leading manufacturers, and that is to notify them that if they expect our assistance they must show their friendship by deeds—not words only. The objection to the Miles plan by the Proprietors' Association looks very much like an excuse for delaying action that would benefit the retailers greatly. How long are we going to permit this excuse to last?

J. G. BONE.

Dunmore, Pa.

ATROPINE AND NOT MORPHINE.

To the Editors:

I agree with Mr. Shaw (whose letter appeared in the last BULLETIN) regarding the second prescription on page 384 of the September BULLETIN. I examined the word in question under the microscope, and it is certainly *atropine* and not *morphine*.

G. T. SIMMONS.

Gilt Edge, Montana.

HAD THEM BOUND.

To the Editors:

I have found the BULLETIN OF PHARMACY full of suggestions and of great practical value to me. I have had the numbers bound permanently, and frequently have occasion to refer to them. The suggestions found in "Business Hints," when put to practice, more than repay one for the subscription price.

E. Q. ANEWALT, Ph.G.

Phillipsburg, N. J.

DR. HOFFMANN'S LATEST PHOTOGRAPH.—This portrait will be recognized by every prominent American pharmacist save him only of the newer generation. Up to the time when he returned to Germany, perhaps a decade ago, Dr. Frederick Hoffmann was conspicuous in the journalistic and associational activities of pharmacy on this continent. It will be recalled that he prepared for last year's Jubilee meeting of the A. Ph. A. an elaborate and scholarly address on the history of pharmacy in America, and crossed the Atlantic for the purpose of reading it in person, but that ill health made it necessary for him to sail for Germany only a day or two before the association convened at Philadelphia.

BUSINESS HINTS.

Displaying Old Prescriptions in the Window.—

The display shown in the accompanying engraving recently appeared in the window of H. W. Lammert, of Cleveland, Ohio. It proved so successful that several other retailers in the city followed the example set by Mr. Lammert. As the illustration

shows, the subject of display was the old prescription books which had been accumulating for years. In the front of the window was a card declaring that *"85,000 prescriptions are shown in these books."* The showing was an excellent one, and it cannot be doubted that the books had great interest for the passing public. An occasional display of this sort is sure to yield returns of the very best kind.

Doubled His Business in a Year!—

Here is an interesting object-lesson regarding the value of advertising: John W. Mullin, of Donora, Pa., writes the BULLETIN that he has succeeded in practically doubling his business during the past year. This has been done by means of special advertising. Mr. Mullin, for example, had an "Easter Opening;" a little later on he had a "Floral Day;" still later in the season he inaugurated an "Anniversary Celebration" of the opening of his store. On each occasion there was vigorous and special advertising, and it brought results! People were gotten into the store, and then they were treated to soda, the ladies were given flowers, and sweet music was dispensed over in a corner behind some graceful palms and ferns. We have before us as we write some of the circulars and folders which Mr. Mullin utilized to exploit these several events. There is not space enough in which to describe them, but we may say that they are well gotten up, barring a certain commonplaceness of typography which is possibly inevitable in a country town.

A quotation from Mr. Mullin's letter to the BULLETIN would not be without interest: "These circulars and memorandum cards were backed up with strong 'locals' in our daily and weekly papers, and they have worked wonders for me. The special events were all very profitable and created great comment all over town. Before my Easter opening I was averaging $28 a day; April took a jump to $35; and July, the month of my first anniversary celebration, reached $45, which was an increase of $25 a day over my first month's business of the year before—an increase of over 100 per cent. I attribute this increase principally to the special events, the strong 'locals,' changed every week, window displays of a single line or article, a clean and attractive store, and every effort made to accommodate and please the people."

"Bunting's Drug News."—

George A. Bunting, of Baltimore, gets out a little store paper to which he gives the title used in the caption of this paragraph. One unique feature of the paper is a series of popular articles which Mr. Bunting is publishing on "The Chemistry of Food." In the copy before us the introductory chapter is printed, and readers are told that other chapters will follow in future numbers. The space occupied for the purpose in this particular issue is a column, and doubtless this is the allotment which will be observed in future numbers. The subject is handled in a very interesting and readable manner, and Mr. Bunting is doubtless actuated in his publication of the series by the belief that people are generally eager for scientific information about common things if it is presented to them in a manner rendering it easy of comprehension.

"How Old is Ann?"—

The following newspaper advertisement, sent in by Frank S. McCabe, with W. T. Sanford, of Austin, Pa., shows how a fad of the passing moment can be seized upon to excellent advantage:

HOW OLD IS ANN ? ? ?

THE NORTH AMERICAN'S UNSOLVED MYSTERY:

Mary is 24 years old. Mary is twice as old as Ann was when Mary was as old as Ann is now. How old is Ann ?

BEST MATHEMATICIANS ACKNOWLEDGE DEFEAT.

Now don't be reckless and jump into it head-over-heels. Collect your thoughts and take it up calmly. First of all you will note its engaging simplicity. It has an easy look, and it starts off with an innocence that is as pleasing as its is deceptive. It has, during the past week upst the heads of thousands. If it should cause your "dome of thought" to ache use

SANFORD'S WAFERS 10c

HOW OLD IS ANN ? ? ? ? ? ?

In Selling a Syringe.—

When a woman has occasion to fix some part of her dress, a gentleman, of course, will always look the other way; but is he always so careful about her feelings in displaying goods to her? asks C. G. Buchanan in the *Southern Drug Journal.* "For instance, suppose she asks for a syringe and the clerk should proceed to display half the stock in the very front of the store, would it not cause her considerable embarrassment if some of her particular friends, more especially if they should be of the opposite sex, were to come in? It would be best to first learn about what she wants by questioning as to kind, color, quality, etc., and then to take those goods that she would be interested in to the most secluded spot of the store for her examination. Any woman would appreciate this, and would, in all probability, not only return to the store for her subsequent purchases but send her friends there also."

A Unique Window Attraction.—

This clipping is scissored from a recent issue of the *Standard* of Bridgeport, Ct.; it shows how druggists may seize upon opportunities for unique attractions:

Abram Dedrick, the Stratford avenue druggist, has in his store window an exhibit of articles which were collected in the Arctic regions by his brother, Dr. Thomas S. Dedrick, of Philadelphia. Dr. Dedrick was a member of the last Peary expedition, which went in search of the north pole, accompanying the party as a surgeon. His collection of articles includes a large and small walrus tusk, a piece of moss which the natives use as lamp wicks, a number of walrus teeth, and a white Arctic hare, which Dr. Dedrick killed, while in the northern regions.

A Novel Idea.—

Mr. Andrew R. Cunningham, of Detroit, has the following printed on his powder papers; and the papers are then so folded that the legend appears on the top:

Every article that goes into a Prescription
here is JUST RIGHT.
Andrew R. Cunningham,
Prescription Druggist,
264 Jos. Campau Ave., Detroit, Mich.

An Unusual Sponge Display.—

Joseph Hostelley remarks in the *Pharmaceutical Era* that a novel way of advertising sponges is as follows: With white cotton suspend a goodly number of small yellow specimens from the window ceiling, some hanging low, others at a greater distance from the window stage. Then place an electric fan in such a position that the revolutions of the wheel will set the suspended sponges gently swaying and keep them in motion.

A Good Cough Syrup Advertisement.—

We have had occasion in the past to commend in this department the newspaper advertisements of Branch's drug store in Parker, S. D. Here is another good specimen:

A String on it

When you buy a bottle of Branch's Cough Syrup at 25 cents, or Branch's Hair Tonic and Dandruff Cure, at 50 cents, you have a string fastened to your money and you keep hold of the other end. If they fail to satisfy, you have only to pull the string and your money comes back. Try a bottle *at our risk.* Keep hold of the string.

Branch's Drug Store

PRACTICAL PHARMACY.

Naphthalin in Suppositories.—

In a paper read before the New York State Pharmaceutical Association, W. A. Dawson commented on the following prescription:

Naphthalin .....
Cera flava .....āā gr. L.
Ol. theobromatis .....q. s.

Mix and divide into 10 suppositories.

The combination was new to him, and on reading the prescription he questioned if the prescriber had not ordered too much wax, or if he intended to have an insoluble suppository. But when he came to make up the mass, he found that the naphthalin had a softening effect upon the wax and cacao butter, even more so than chloral; and the mass, instead of being hard, was, in fact, softer than usual when quite cold. As the prescriber specified no particular weight for the finished suppositories, Mr. Dawson felt he must perforce follow the rule and make them fifteen grains each, thus permitting the use of but fifty grains of cacao butter and making the prescription equal parts of the three ingredients. He afterwards found that this was what the physician intended. In dispensing the prescription, the naphthalin was first rubbed down to a fine powder in a mortar, the wax and cacao butter carefully melted with the least amount of heat possible and poured over the powdered naphthalin in the cold mortar, triturated quickly until stiff enough to handle, rolled out on a pill machine, divided with the cutter; and the suppositories were then formed with the fingers, the board, mass, and hands being kept well dusted with corn-starch to facilitate the handling of the soft and sticky mass.

Another Process for Making Simple Syrup.—

Methods for making this product are about as numerous as flies in June. Here is another, recommended by George A. Matthews, of Buffalo, N. Y., in the *Pharmaceutical Era:*

"Take of refined, granulated sugar 14 pounds, distilled water one gallon. Select a small sponge; one of the cheap variety, ordinarily sold as slate sponges, will do, provided it be conical-shaped and has small pores. (I would suggest that you select several from your stock and put them aside for percolation. They can be thoroughly washed after using, laid away in a dry place and used repeatedly.) Wet the sponge well, being careful to squeeze out any excess of water. Place it snugly in the neck of the percolator, and holding the percolator in an upright position, pour in the sugar, tapping the sides of the percolator gently with the hand to get the sugar evenly distributed. Place the percolator in position and pour on the distilled water. If the flow be too rapid it can be regulated by reaching up into the neck of the jar with a long pair of tweezers and pulling the sponge down until the flow is graduated. Return the first filtered portions to the percolator until the fluid shows clear. Add enough distilled water to dissolve the sugar, bringing the volume up to two gallons. By using distilled water and following these directions, the product will be a nice, heavy syrup, which will keep indefinitely under ordinary temperatures."

Coloring Agents in Soda Syrups!—

Prof. E. H. Jenkins, of the Connecticut Agricultural Experiment Station, has been making a thorough examination of the soda-water syrups sold in the State, and in his report he has this to say: "In Connecticut nearly all of the 500 apothecaries have soda fountains, and in some cases soda water is a more important source of revenue than drugs. Of 113 syrups examined, 16 contained artificial flavors, 44 coal-tar dyes, 6 cochineal, 1 an unidentified color, 31 salicylic acid, and 11 benzoic acid. Out of a total of 211 samples examined 85 contained coal-tar dyes. The quantity in a glass of soda or in the syrup sufficient for a glass of soda was in many cases sufficient to dye a six-inch piece of nun's veiling a most brilliant color—scarlet, magenta, crimson, orange, or green, according to the dye."

Tully's Powder.—

This title perpetuates the name of a one-time professor at Yale College. Dr. William Tully, says M. I. Wilbert in an A. Ph. A. paper, was born in 1785. He was well known for the extent and varied character of his medical acquirements, and especially for his intimate acquaintance with the indigenous American materia medica. Dr. Tully commenced the publication of his "Materia Medica, or Pharmacology and Therapeutics," in 1852. This book, while it contains considerable original matter, is probably most interesting on account of its peculiarly complicated sentences. He refers to opium as "the crude, inspissated descending sap of papaver somniferum, commonly called opium." Dr. Tully died at Springfield, Mass., February 28, 1859.

A Handy Bottle for Making Deodorized Tincture of Opium.—

B. M. Overton describes in the *Pharmaceutical Era* "one of the simplest yet one of the handiest arrangements" that he has ever devised—a bottle which he uses in making deodorized tincture of opium. After exhausting the opium and reducing the percolate to the required amount the ether is added and the whole placed in a bottle to be shaken. The ethereal solution separates upon standing and the Pharmacopœia instructs us to pour it off. Here is where this bottle serves its purpose. About one-quarter inch above the junction of the ethereal and the aqueous solutions bore a hole, by means of a rat-tail file and turpentine, large enough to admit a No. 3 cork. (Of course, this bottle when so arranged will answer only for the same quantity each time.) Into this cork fit a piece of glass tubing about two inches long, closing the outer opening with another cork. Now fit the cork containing the glass tubing into the bottle, and after shaking sufficiently let stand until separation takes place, when, the outer cork being removed, the ether will nearly all drain out, and the aqueous contents will not be at all disturbed, which is almost an impossibility if one attempts to separate the two layers by pouring off the ether.

A Soluble Disinfectant Powder.—

The following formula was presented at the last meeting of the Massachusetts Pharmaceutical Association by Professor W. L. Scoville:

Salicylic acid	5 Gm.
Carbolic acid	1 Gm.
Menthol	1 Gm.
Thymol	1 Gm.
Eucalyptol	1 Cc.
Zinc sulphate	125 Gm.
Boric acid	866 Gm.
To make	1000 Gm.

Mix them.

Cinnamon Adulteration.—

Dr. Schmitz (*Pharm. Centralh.*) reports having observed a powdered cinnamon adulterated with galanga root. The color, odor, and taste of the adulterated cinnamon were quite good and compared favorably with those of powdered cassia. The galanga root which was used as an adulterant had been exhausted before powdering in order to avoid its imparting a burning taste, which the powder would otherwise have possessed.

The Originator of Basham's Mixture.—

This well-known ferruginous tonic and diuretic mixture, says M. I. Wilbert in an A. Ph. A. paper. was originated by William Richard Basham, who was born in 1804 in Diss, Norfolk, England. Basham was first intended for a mercantile career, and began as a clerk in a banking business; later he studied chemistry with a view of taking charge of a brewery. He began the study of medicine in 1831 at Westminster Hospital, London. In 1833 he went to Edinburgh, where he obtained his degree. Basham returned to Westminster Hospital in 1834 as a clinical assistant, and remained connected with that institution in an official capacity until his death. He is said to have possessed considerable skill as a chemist, botanist, microscopist and artist. He was a liberal contributor to the medical literature of his time; was a member of the Royal College of Physicians in 1838 and a Fellow in 1850. Basham was elected Physician to Westminster Hospital in 1843, and died in London, October 16, 1877.

Adrenalin Incompatibilities.—

Strong alkalies will precipitate adrenalin. Any agent which gives up its oxygen readily will decompose it and render it inert. Adrenalin reduces silver and gold salts and itself becomes inert. Exposure to the air oxidizes it readily and destroys its action. Ordinary substances like cocaine, eucaine, morphine sulphate, and many others without positive chemical action may be dispensed with adrenalin with impunity.

An A. Ph. A. "Snapshot."—This view was taken at the recent meeting of the American Pharmaceutical Association on Mackinac Island, and shows (reading from the left) Messrs. V. Chapin Daggett, Charles W. Parsons, and Henry M. O'Neil. Messrs. Daggett and O'Neil are successful druggists in Greater New York, one being located at 17 West 34th Street, and the other at 888 Columbus Avenue. Mr. Parsons is well known as the President of the American Correspondence University, of Le Roy, N. Y.

NEW REMEDIES.

Anthesterine.—

Name given by Klobb to a substance isolated from the flowers of Roman chamomile, in which it occurs to the extent of about one-quarter of one per cent. It appears as a white powder, melting at between 221° and 223° C., and having the formula $C_{28}H_{48}O$. Its properties are not yet determined.

Doua.—

Name given to a new anthelmintic recently introduced into Europe from Arabia, where it is said to be in great demand. Examination shows it to consist of 95-per-cent santonin.

Ectogan.—

Trade name for a preparation of zinc peroxide. It appears as a yellow powder, insoluble, odorless and tasteless. It is used in the treatment of wounds, etc., and in all cases where hydrogen peroxide has been hitherto found useful.

Ericin.—

A synonym for Mesotan.

Eumydrin.—

Chemically, eumydrin is atropinmethyl-nitrate. It appears as a white powder, is soluble in water, and has about one-tenth of the medicinal activity of atropine sulphate. It is used in ophthalmology mainly. According to Dr. Goldberg, the smallest amount of eumydrin that has any effect on the pupils is about one-millionth of a gramme (0.000001 Gm.). No evil sequelæ have been observed.

Filmaron.—

This is a name given by F. Kraft to a new amorphous acid found by him in extract of male fern. In good extracts the amount of filmaron present may run, according to Kraft, to as high as 5 per cent. It appears as a light, brownish-yellow powder. It is insoluble in water, and dissolves with difficulty in cold methylic alcohol and petroleum ether, but is soluble with ease in the remaining common solvents. In its various solutions it remains for a long time undecomposed, but decomposes slowly in alcohol or in aceton. Alkalies easily decompose it. Filmaron is given in doses of 50 to 70 cgm. as a tapeworm remedy, and should be followed by an aperient. C. F. Böhringer & Sohne are the introducers.

BOOKS.

The American Illustrated Medical Dictionary. For Practitioners and Students. A Complete Dictionary of the Terms used in Medicine, Surgery, Dentistry, Pharmacy, Chemistry, and the kindred branches, including much collateral information of an encyclopedic character, together with new and elaborate tables of Arteries, Muscles, Nerves, Veins, etc.; of Bacilli, Bacteria, Micrococci, Streptococci; Eponymic Tables of Diseases, Operations, Signs and Symptoms, Stains, Tests, Methods of Treatment, etc., etc. By W. A. Newman Dorland, A.M., M.D., Editor of the "American Pocket Medical Dictionary." Handsome large octavo, nearly 800 pages, bound in full flexible leather. Price, $4.50 net; with thumb index, $5.00 net. Philadelphia, New York, London: W. B. Saunders & Company, 1903.

The rapid exhaustion of two large editions cannot but be a gratifying proof to the editor and publishers that this excellent work meets the varied needs of physicians and students most satisfactorily. In this, the third edition, several hundred new terms in the vocabulary of medical sciences have been incorporated and clearly defined. The entire work, moreover, has evidently been subjected to a careful revision, and many of the tables, notably those of acids, bacteria, stains, tests, methods of treatment, etc., have been amplified, and their practical value greatly increased. It is only by such constant and careful revision that a medical dictionary can hope to reflect the progress of medical science, and the usefulness of this work by this present revision has been very largely extended.

The Praxis of Urinary Analysis. A Guide to the Chemical Analysis of Urine, with Directions for Preparing Artificial Pathological Urines for Practicing the Various Tests, and an Appendix on the Analysis of Stomach Contents. By Dr. Lassar-Cohn, Professor in the University of Koenigsberg. Translated by H. W. F. Lorentz, A.M., Ph.D., Late Instructor of Organic Chemistry in the University of Pennsylvania. 12mo; cloth, $1.00.

While admitting that there is no lack of text-books on this subject, the author considers most of them too scientific for practical use. He advocates the adoption of one well-recognized test-method for each constituent of urine, on the ground that continued practice inspires confidence and eliminates the element of uncertainty. The directions for artificially preparing pathologic urines for the use of the student are eminently practical. This feature of the work especially commends it as a useful addition to the library of the urinalyst.

THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."

Solution Iron Peptonate and Manganese; Carbolic Tooth-wash; Tooth-powder; Dandruff Cure; Face Powder.

G. R. McG.—You will find on page 43 of the January BULLETIN of this year a good working formula for solution peptonate of iron and manganese.

CARBOLIC TOOTH-WASH.

Soap bark	4 ounces av.
Glycerin	3 fluidounces.
Alcohol	5 fluidounces.

Macerate four days and add:

Carbolic acid in crystals	60 grains.
Oil of rose geranium	10 drops.
Oil of cloves	10 drops.
Oil of cinnamon	10 drops.
Oil of rose	10 drops.
Tincture of cochineal	½ fluidounce.
Rose water	30 fluidounces.

Macerate for another four days and filter.

TOOTH POWDER.

Powdered cuttlebone	1 ounce.
Precipitated chalk	21 ounces.
Sugar of milk	7 ounces.
Powdered orris root	½ ounce.
Powdered Castile soap	1 ounce.
Carmine	15 grains.
Oil of cassia	30 minims.
Oil of wintergreen	2 fluidounces.

Mix thoroughly by passing through a sieve several times. The carmine may be omitted if desired.

DANDRUFF CURE.

We are not familiar with the particular preparation you mention, but you will find in this department for last month a formula which is a type of all such preparations. It was contributed by C. R. Burnette, of Blanchard, Ohio. Dilute alcohol, with perfume to taste, may be used in place of the bay rum if desired.

We have just added this preparation to our own list of specialties, and we give a cut of the package, which is very neat and showy. The bottles cost $1.94 a gross, and the gilt sprinkler top $3.75. The

A neat package for a dandruff cure.

material costs 25 to 30 cents a pint, and the finished product as shown about six cents a bottle. It sells for 25 cents.

FACE POWDER.

Pure rice powder	4 ounces.
Oxide of zinc	4 ounces.
Magnesium carbonate	1 ounce.
Boric acid	40 grains.
Oil of rose	4 drops.

This must be thoroughly mixed and fluffed through bolting cloth. Pink or flesh color can be made with carmine, and brunette with finely powdered burnt umber. A good face powder must be very fine, absolutely free from grit, evenly tinted and nicely perfumed. Do not slight the sieve. A dainty package, too, helps to sell the product.

Regarding "Curd Soap."

We published in this department for September a formula for a shampoo paste which contained powdered "curd soap." We were not aware at that time that curd soap was so difficult to obtain; we have received several inquiries regarding it. The article is or was official in the British Pharmacopœia. It is made from purified animal fat, and is used in making various preparations where a partially insoluble soap is desired. The soap-makers of this

country include crude vegetable soap under the name "curd soap."

We started a few experiments with other materials with a view to devising a new formula; being pressed for time, we have so far not obtained satisfactory results, but hope to be able to give a good formula next month.

A WORD TO BULLETIN READERS.

Right here we want to impress on BULLETIN readers the importance of this department. With your coöperation it can be made the most valuable portion of the journal. We want to make it a place for the exchange of experiences—a place where we can pour out our troubles and get help. Do not merely take all that is offered: give something in return—a friendly criticism or suggestion, or a few of your formulas that you know are right.

An Antiseptic Solution; Syrup of Hypophosphites Co., N. F.; Solution of Hypophosphites Compound Without Sugar.

The composition of the antiseptic preparation you ask a formula for is of course secret. We have no definite information in regard to it, but think you will find the following of service to you:

AN ANTISEPTIC SOLUTION.

Sodium borate	200 grains.
Sodium bicarbonate	200 grains.
Sodium benzoate	80 grains.
Glycerin	3 fluidounces.
Eucalyptol	4 minims.
Menthol	3 grains.
Cudbear	30 grains.
Oil of pinus pumilio	3 minims.
Alcohol	4 fluidounces.
Water	enough to make 16 fluidounces.

Dissolve the eucalyptol, thymol, menthol, and oil in the alcohol. Dissolve the salts in the glycerin and four fluidounces of water; when the effervescence ceases mix the two solutions, add the cudbear and sufficient water to make sixteen fluidounces, macerate two hours, shake occasionally, and filter.

SYRUP OF HYPOPHOSPHITES COMPOUND, N. F.

The precipitation is caused by the iron changing from a ferrous to a ferric condition, and while many expedients have been brought forward, such as increasing the amount of citrate of potassium one-third or even doubling it, the effect is only temporary, and on standing some time the iron goes down.

SOLUTION OF HYPOPHOSPHITES COMPOUND WITHOUT SUGAR.

You will find a good working formula for this preparation on page 41 of the January BULLETIN.

Digestive Elixir with Morphine; Green Oil; Alterative Extract.

Signa.—We should not consider it a wise thing to place on sale a digestive elixir containing morphine. However, we append a formula for an elixir, and you can add morphine in such quantity as you may deem safe.

DIGESTIVE ELIXIR.

Fluid extract of senna	1 fluidounce.
Fluid extract of golden seal	1 fluidounce.
Fluid extract of ginger	1 fluidounce.
Extract of malt	4 fluidounces.
Essence of peppermint	½ fluidounce.
Pure pepsin in scales	60 grains.
Simple elixir, a sufficient quantity to make 16 fluidounces.	

Dissolve the pepsin in a portion of the elixir, and add the other ingredients.

The dose would be one teaspoonful diluted with water three or four times a day.

GREEN OIL.

Mr. Perkins's green oil is a very good preparation, and we can see no reason why you cannot use it as an internal, as well as an external, remedy. It was printed on page 231 of the June BULLETIN.

ALTERATIVE EXTRACT.

Stillingia	8 ounces.
Sarsaparilla	8 ounces.
Burdock	3 ounces.
Blue flag	1½ ounces.
Podophyllum	1½ ounces.
Senna	1½ ounces.
Prickly ash bark	360 grains.
Potassium iodide	480 grains.
Oil of sassafras	30 drops.
Oil of wintergreen	30 drops.
Dilute alcohol, a sufficient quantity.	

Mix the drugs, with the exception of the potassium iodide; reduce them to a coarse powder, moisten and pack in a percolator; extract with dilute alcohol so as to obtain one gallon of percolate. In this dissolve the potassium iodide and the oils.

The dose would be from two to four fluidrachms.

A Liquid Depilatory.

C. S. E.—A solution of sulphide of soda in crystals in lime water, 300 grains to a fluidounce, makes a good depilatory; the addition of a few drops of oil of lavender flowers will help to cover the disagreeable odor. The solution should be put in small, glass-stoppered bottles, preferably amber in color; and precautionary directions should accompany each package.

Two or three light applications at intervals of ten seconds should be made, left on for one or two minutes, or until a tingling sensation manifests itself. and then the hair should be scraped off with a dull knife, the place washed with warm water to remove all traces of caustic, and cold cream or other emollient applied at once. Some skins are thin and very sensitive, and very bad sores have formed occasionally from the careless use of depilatories.

Laxative Syrup.

C. L. B.—You will find the following a satisfactory laxative:

Figs, chopped fine	8 ounces.
Dates, without seeds and chopped	4 ounces.
Buckthorn bark, in coarse powder	8 ounces.
Senna leaves, cut or bruised	8 ounces.
Cascara bark, in coarse powder	8 ounces.
Bicarbonate of soda	1 ounce.
Rochelle salt	4 ounces.
Sugar	6 pounds.
Oil of anise	15 minims.
Oil of peppermint	15 minims.
Oil of wintergreen	10 minims.
Oil of cloves	10 minims.
Alcohol	20 fluidounces.
Water, a sufficient quantity.	

Place the drugs in a suitable vessel, add five pints of water, heat to boiling, continue a moderate heat for fifteen minutes, allow to cool sufficiently to handle, strain through muslin with pressure, running enough hot water through the dregs to make four pints of finished infusion; in this dissolve the salts and sugar, add the alcohol in which the oils have previously been dissolved, and sufficient water to make one gallon of product.

A Good Dyspepsia Tablet.

G. A. S.—We have found the following very satisfactory:

Pepsin (1 to 3000)	½ grain.
Bismuth subnitrate	1 grain.
Magnesium carbonate	2 grains.
Powdered Jamaica ginger	⅛ grain.
Powdered hydrastis	⅛ grain.
Sugar of milk, a sufficient quantity to make a ten-grain tablet.	

Dose: One or two tablets three times a day.

It has been our experience that nearly all dyspeptics are troubled with constipation, and we recommend an occasional dose of a good laxative. We have found the cascara compound tablet, Hinckle formula, to answer the purpose admirably.

QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN *of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.*

Extract of Vanilla.

W. L. F.—An excellent article on the subject of vanilla extracts was printed on page 153 of the BULLETIN for April, 1902. It was from the practical pen of Prof. W. L. Scoville. The article is too long to reproduce on this occasion, and we would suggest that you turn to your old BULLETINS and look it up. Incidentally this case shows the value of having each annual volume of the BULLETIN preserved and bound in such shape that it may be turned to at any time. As a reference guide it is invaluable in the daily work of the store. Last year, for instance, not only was Professor Scoville's article printed, but also a considerable number of formulas for different kinds and grades of vanilla extracts. These may all be found upon reference to the annual index printed in the December number.

We are not able to give you a formula for antiphlogistine, but may say in general that the many products of this class on the market are composed usually of kaolin and glycerin as a base, to which are added antiseptic oils like wintergreen, eucalyptus, and peppermint.

Two Creosote Prescriptions.

J. G. C. sends the following two creosote prescriptions, and asks how they may be dispensed:

(1)	Bismuth salicylate	1 drachm.
	Salol	½ drachm.
	Creosote	6 drops.

Make 20 capsules.

(2)	Mercury with chalk	12 grains.
	Opium	2 grains.
	Creosote	20 drops.

Make into 12 pills.

We suggest that enough absorbent powder be used to make a mass, and the compound then either rolled into pills or cut into proper shaped forms to be inserted into capsules. The absorbent might be breadcrumbs, or a combination of powdered licorice, magnesium carbonate, etc., together with a sufficient amount of glucose.

"Beatin"—What is It?

This subject has been covered in several recent issues of the BULLETIN, and a number of readers have shown particular interest in it. Three or four correspondents have expressed the opinion that "beatin" was the accidental misspelling of "betaine," inasmuch as no reference to "beatin" could be found in the literature. Now, however, we find mention made of "beatin" in the new edition of Dorland's Medical Dictionary, reviewed elsewhere in the present issue of the BULLETIN. "Beatin" is spoken of as "A substance, $C_5H_{13}NO_3$, used in urinary diseases." The source of the article is not indicated. "Betaine," on the other hand, is derived from the common beet, is used as an emmenagogue, and has the chemical formula of $C_5H_{11}NO_2$. Finally, we may explain that this subject was brought to the attention of the BULLETIN readers some months ago by a querist who said that he had received a call for "beatin," but had not been able to supply the article or to find any reference to it whatsoever in the literature at his command.

Elixir of Four Chlorides.

G. F. S.—The formula for this preparation is as follows:

Mercuric chloride	2 grains.
Solution of arsenic	5½ fluidrachms.
Tincture of ferric chloride	2 fluidounces.
Hydrochloric acid, diluted	11 fluidrachms.
Syrup of ginger	4 fluidounces.
Water, enough to make	16 fluidounces.

Mix; dissolve and filter, if necessary.

Each fluidrachm contains about 1/40 grain of arsenious acid (as so-called "chloride of arsenic"), 1/64 grain of mercuric chloride, about ¾ grain of ferric chloride, and about 5 minims of diluted hydrochloric acid.

We have not been able to find a formula for such an ointment as you describe. The subject has evidently not been covered in the literature of pharmacy, and we can only suggest that you carry on original experiments yourself.

Massage Cream.

A. E. P.—This subject has been covered in the BULLETIN several times during the present year. You will find a number of formulas by referring to the cover indexes of recent issues.

Potassium Iodide and Tincture of Nux Vomica.

G. B. P. asks why the physician ordered the potassium iodide to be omitted in the following prescription:

Syrup of iodide of iron	½ ounce.
Potassium iodide	1 drachm.
Tincture of nux vomica	1 drachm.
Elixir of lactopeptin	4 ounces.
Water, enough to make	6 fluidounces.

In prescriptions containing potassium iodide the salt is sometimes discontinued for a time for therapeutic reasons. It may also be in this case that the physician feared the potassium iodide would cause precipitation of the strychnine contained in the tincture of nux vomica—a thing very likely to happen.

Sticky Fly-paper.

G. R. C.—The ordinary method is to paint heavy unsized Manila paper with common glue, using an ordinary flat paint brush, and allowing to dry. Then follow with one or two coats of the following mixture, made by melting over a gentle fire, stirring constantly:

Castor oil, 4 ounces; resin, 12 ounces. Another mixture, which is spread warm on unsized paper, is castor oil, 8 ounces; resin, 24 ounces; sugar, 4 ounces. This latter is probably the better one as being more attractive to the flies.

Regarding a Worm Mixture.

A. H. B. has been putting up worm powders composed of:

Santonin	2 grains.
Calomel	2 grains.
Sodium bicarbonate	2 grains.
Sugar of milk	2 grains.

A. H. B. says the product has a tendency to become damp after it has been prepared for a considerable time. This we are unable to understand. We see no reason for such a mixture becoming hygroscopic. Perhaps it would be well, however, to dispense the product in capsules.

Regarding a Calcium Light.

C. M. W.—We do not know that the calcium light itself is ever of any other color than white. The different colors are produced by means of tinted glass placed in front of the instrument. Possibly you have in mind "colored fires," used on the Fourth of July and for celebrative purposes generally.

A Shake Mixture.

A. W. L. submits the following prescription:

Potassium iodide	2 drachms.
Chloroform	30 drops.
Powdered cubeb	1½ drachms.
Syrup of wild cherry	4 ounces.
Linseed oil, enough to make	8 ounces.

This is rather a hopeless prescription. The linseed oil and the syrup are not miscible; the potassium iodide is not soluble in the oil; the powdered cubeb is likewise insoluble; and altogether there seems nothing to do except to dispense the preparation as a "shake mixture."

Assisting Clerks to Start in Business for Themselves.

C. H.—Many of the wholesale druggists of the country render financial assistance to ambitious clerks who desire to possess their own stores. In some cities, indeed, it is well known that perhaps 25 per cent of the druggists are more or less in debt for their stores to the jobbers of the locality. If you are anxious to buy a store, and want assistance from some jobber, it is probable that you could make arrangements with one of the four or five that you are doubtless familiar with in your section of the country.

Binding the BULLETIN.

C. F. S.—No, the publisher of the BULLETIN does not bind the volumes of the journal for readers. This may be done by your local binder. However, the BULLETIN furnishes a loose binder in which the copies of the journal may be placed as fast as they appear. This binder holds one volume (12 numbers) if the advertising pages are retained, or two volumes if these pages are eliminated. The journals are held firmly in the binder by means of a cord which is passed through them and securely fastened. The price of the binder is 65 cents, post-paid.

A Hair Tonic Containing Oil of Eucalyptus.

N. J. M.—The following formula will doubtless serve your purpose:

Quinine sulphate	30 grains.
Acetic acid	2 fluidrachms.
Resorcin	120 grains.
Water	4 fluidounces.
Oil of eucalyptus	2 fluidrachms.
Tincture of cantharides	3 fluidrachms.
Alcohol	12 fluidounces.

Mix all, dissolve by agitation, and filter.

The Official Assay of Opium.

J. M. B. desires to know why a saturated solution of morphine is used to wash the crystals of morphine in the official assay of opium. Replying, we may say that the wash solution is saturated with morphine in order to prevent any portion of the morphine crystals, in the process of estimation, from themselves entering into solution.

Regarding Trade-marked Names.

C. F. S.—As our laws stand at present, it would be possible, answering your question directly, to secure a trade-mark on such names as "Huskers' Lotion," "Golden Corn Cure," etc.

Disguising the Taste of Aloes.

A. J. E.—Licorice is sometimes used for the purpose, but a large amount is necessary, and the result is more or less unsatisfactory. Probably the best thing is saccharin. Not much is required, and it does the work fairly well.

Solubility of Gutta-percha.

B. F.—Either gutta-percha or India rubber is soluble perfectly in oil of turpentine, or in chloroform, carbon disulphide, benzin, or benzol. When vulcanized, however, rubber resists these solvents.

A Liquid Metal Polish.

W. W.—See the formula contributed to the department of "Letters" in the present issue of the BULLETIN.

Book on Window Dressing.

G. E. S.—See answer to "G. H. M." on page 220 of the BULLETIN for May of the present year.

THE JOKE WAS ON HIM!—Prof. W. M. Searby, the well-known pharmacist of San Francisco, is trying to solve the unique problem as to how a burglar could rob his pharmacy without getting into it. His till and a small bank were robbed, but the front door had not been tampered with and the back door has no outside lock. Professor Searby called in the police. It was discovered that the intruder had gotten out by the back door. The professor was anxious to learn how his caller got in. It was finally suggested that the marauder had been locked in by Professor Searby. The professor removed his spectacles, smiled, and said: "I guess it's on me."—*Pharmaceutical Era.*

THE SCRAP BOOK.

THE well known brand of iodide of potassium manufactured by Chas. Pfizer & Co. is especially appreciated by pharmacists and manufacturers of pharmaceutical preparations who desire an article that is particularly free from such impurity as excess of alkali.

"WHAT are you doing there, may I awsk?"
"I'm pruning."
"But, my good man, isn't it rawther early for prunes?"

HOLIDAY ADVERTISING—this is a subject which appeals to wide-awake druggists at this particular season of the year. Something very important about it is said on advertising page 12 of the present issue of the BULLETIN by Ulysses G. Manning, of South Bend, Ind.

A VETERINARY surgeon had occasion to instruct a colored stable-boy how to administer medicine to an ailing horse. He was to get a common tin tube, put a dose of medicine into it, insert one end of the tube into the horse's mouth, and blow vigorously into the other end, and so force the medicine down the horse's throat. Half an hour afterward the colored boy appeared at the surgeon's office, looking very much out of sorts. "What's the matter?" inquired the doctor, with some concern. "Why, boss, dat hoss, he—he blowed fust!"

(*Department continued on advertising page 24.*)

$6.60 FOR $2.25

WITH ONE DOZEN DR. DRAKE'S GERMAN CROUP REMEDY, AT $2.25, WE GIVE TWO DOZEN TEN-CENT SIZE

FREE

One dozen 35c size retails for $4.20, and two dozen 10c size retails for $2.40, total $6.60. The cost is only $2.25, making a net profit of $4.35—nearly 200 per cent. : : : : : : :

With every order we give a GUARANTEE to refund the money in any case where the *German Croup Remedy* fails to give satisfaction. : :

Attractive advertising, with your name on, furnished with your order. : : : : : : : : :

THE GLESSNER MEDICINE CO.,
SOLE PROPRIETORS
FINDLAY, :: OHIO.

THE PADDOCK CORK CO.
BROOKLYN, N. Y.

MANUFACTURERS OF

Gold Label
Magnolia
Homœopathic
Selected XX
} BRANDS OF

CHOICE PRESCRIPTION CORKS

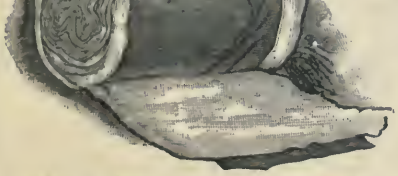
ALSO STANDARD QUALITIES OF
XXX, XX, AND X GRADES, STRAIGHT OR TAPERED.
SPECIE, MUSTARD, SHELL AND WINE CORKS.

ODD SIZES AND TAPERS CUT TO ORDER.
CONICAL CORKS FOR PERFUMERS, ETC.
CAP CORKS OR DISCS FOR METAL TOPS.
VENT CORKS FOR STERILIZED PREPARATIONS.

CORK SPECIALTIES. QUALITY GUARANTEED.

Largest Absorbent Cotton Manufacturers in the World.

PURE ABSORBENT COTTONS



With Blue Tissue Paper between layers, prepared under strict Pharmaceutical rules.

Excelsior Brand. Pronounced by Surgeons, Dentists and Chemists to be unsurpassed in excellence.

Standard, or Hospital Brand. For popular use in Hospitals, Asylums, Sanitariums, Dispensaries.

Sanitary Cotton. Invaluable in maternity cases and considered a boon both to patient and physician. A grade especially adapted to manufacturers of Antiseptic Materials, Bandages, Serviettes, Pilches, etc.

Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

"CIRCLE A."

A

PRESCRIPTION CORKS

"CIRCLE B."

B

ARMSTRONG CORK COMPANY.

JOBBERS SELL THEM.

THE NEW YORK MARKET.

ADVANCED.—Amyl Acetate; Bayberry Bark; Burgundy Pitch; Bloodroot; Cascarilla Bark; Cramp Bark; Colchicum Seed; Coriander Seed; Chicle; Fusel Oil; Ipecac; Japan Wax; Lobelia Seed; Lycopodium; Mandrake Root; Menthol; Nitrate of Silver; Oil Citronella; Yellow Prussiate of Potash; Shellac.

DECLINED.—Calomel; Cocaine; Corrosive Sublimate; Oplum; Oil of Peppermint; Oil of Bergamot; Oil of Pennyroyal.

No dissatisfaction is expressed by dealers regarding existing business conditions. Trade is fairly good on all lines, and on a number of articles considerable interest has lately been manifested, resulting in a long list of advanced quotations. Very few reductions have been made.

OPIUM.—This article has received little attention, demand having been light. The market consequently is very quiet, and two reductions have recently been made in price. The home market seems to remain firm, and heavy American purchases are reported. All this, however, has so far made no impression on either demand or quotations here.

QUININE remains unchanged, with sales still only in routine quantities. Quotations, however, are maintained, and with firm markets abroad reported, at least no probability of reduction in the near future.

COD-LIVER OIL continues to move in usual volume only to consuming trade. Business on this article is likely to be confined to actual requirements for consumption, as while inquiry is constant, prices are so extreme and best grades of oil so scarce as to permit of no extensive transactions.

COCAINE early in the month suffered a reduction, but quotations have since been maintained; and at the moment, while demand is only nominally good, the market is firm, owing to some uncertainty regarding supplies of the raw material.

BROMIDES seem to have reached a firmer basis than for some time past. No change in quotations has been noted for ten days past, and prices of all manufacturers are uniform.

ROOTS.—Bloodroot is in good demand and the market stronger. It is said that no further supplies are obtainable, in which case the advance which has just taken place is likely to be made stronger. Ipecac is much firmer abroad, with our market responding in sympathy. Gentian is in light demand and the market quiet. Dandelion is also in light supply, and the same is true of Spikenard and Kava Kava.

BARKS.—Cascarilla is in light stock and firmly held, a slight advance having been made. Stocks of Elm Bark are also becoming small and the market firmer. The same report has to be made concerning Bayberry, and on this article quotations have advanced. An advance has to be reported on Cramp Bark, the market having been unusually active during the past week. Prickly Ash Bark is in good demand, but is without change in quotations.

ESSENTIAL OILS.—Clove Oil has again advanced, as the spice is still in extremely light supply. Peppermint is somewhat unsteady, having just suffered a slight reduction, and little business is reported. Supplies of Spearmint are scarce, with a strong upward tendency of the market. Pennyroyal is dull, with market easy. Lavender is said to be scarce in the primary markets, and this market is firm in sympathy. The home market is firm on Messina essences, with the possible exception of Lemon, with quotations well maintained in this market.

CANTHARIDES.—The market is somewhat interested, as it seems that the new crops are unobtainable in any of the foreign markets. There has, however, been no change in quotations, though stocks are firmly held.

New York, Oct. 23, 1903.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

THE SOUTHERN SPECIAL DRUG STORE FIXTURE.

This outfit comprises 22 feet of show-bottle shelving at the left, and 22 feet of shelving for patent medicines at the right, with a 7-foot prescription case in the rear. The wood-work is birch, with a rich mahogany finish and decorated with inlaid ornaments. The entire outfit is complete, including drawer-pulls and other furnishings. The front of the prescription case has a large beveled mirror in the center, with Florentine glass and wood panels on either side. There are two 30-inch extensions or partitions, making 12 feet front. In the rear is a 7-foot prescription counter, with drawers, slides and shelves.

Everything in Drug Store Fixtures; also Jewelers' Fixtures. Floor Cases a specialty. Send five 2-cent stamps for our large 40-page, 10x14, handsomely illustrated Drug Store Catalogue, reproducing many interiors of stores, equipped by us, the fixtures of which are noteworthy for their beauty of design and elegant finish.

THE QUINCY SHOW CASE WORKS,
HIGH GRADE FIXTURE MAKERS, QUINCY, ILL., U. S. A.

U.S. BARKEEPERS FRIEND
METAL POLISH
USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD

IMPORTED AND DOMESTIC
TALC AND FRENCH CHALK
ALL GRADES.
Ask for Samples and Quotations.
E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, OHIO.

CAST ALUMINUM SCOOPS
for handling Drugs and Chemicals, cast in one piece and made of pure aluminum, making them the most durable scoop on the market. We make seven different style scoops.
Jobbers will find our scoops a profitable line to sell, as well as the most economical scoop for their own use.
Write for catalogue and prices.
No. 1, size 2½ x 4½
No. 2, size 3 x 4⅞
No. 3, size 3¼ x 5⅝
No. 4, size 3⅝ x 5¾
Long Handle Drug Scoop, size 2 x 7⅝
Wagner Manufacturing Co., SIDNEY, OHIO.

The Most Unique and the cheapest advertising device yet introduced. Millions sold. Carries your own ad. We make a specialty of advertising novelties, and are in the market to purchase attractive novelty patents. Write us for prices
VAN WERT NOVELTY CO., Van Wert, Ohio.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,

Under Pat. Nov. 25, 1890, and May 3d, 1892.
132 NASSAU ST., - NEW YORK.

Get the Bulk of the Holiday Trade
BY HAVING THE RIGHT GOODS. KAN-U-KATCH is one of the holiday articles that will help you get it—it's a Top-notcher as a seller and trade puller. Retails at 25 cents with a handsome profit. Sample by mail 22 cents.
SOUVENIRS will also help you get the bulk of the holiday trade. We have them in Aluminum, Rustic-wood, Burnt-Leather, Sea Shell, Ivory Glass, China and Faience Pottery. Catalogues on request.

THE NEW GAME
Everybody buys it on sight. Send for sample and descriptive literature.
W. E. Cummings & Co.,
407-160 STATE STREET, CHICAGO.

The "W. H. B." brand of pure refined beeswax is one of the most satisfactory products on the market. If you specify it in ordering from the jobber you will always be sure to get something right.

"A Pome."—A Western traveling salesman recently found the following bit of verse tacked up near the telephone of a prominent druggist in the Southern part of Minnesota:

There's one old brand of pills,
Don't you know,
That cures the people's ills,
Don't you know;
'Tis known where'er you go,
You can't down it, don't you know:
'Tis the solid, good old brand, "P., D. & Co.!"

"Doran Lights" are claimed by the manufacturers to give a stronger, whiter, steadier light than the electric arc, and they cost only one-tenth as much to maintain. Their safety is beyond question. Gasoline is supplied under air pressure to each lamp through a seamless wire tubing. The tank can be put anywhere out of the way. Doran Lights are made by the Acorn Brass Manufacturing Co., 173 to 219 Fulton Street, Chicago, Ill.

A Bone-setting Story.—A story of bone-setting is that of the Scotch laddie, Jock by name, who, after being carried by his mother, as an unwilling patient, to the bone man to get his leg set, was asked if the manipulation had hurt him. "No," said Jock, "it didna hurt me."

"I told you it wadna be painful," said his mother.

"Ah," replied Jock, "nae wonder. You see, mither, I just let him fumble wi' the sound leg!"—*Medical Press and Circular.*

Something novel and beautiful in the way of a show-case is the "Quick Sales" case manufactured by the Detroit Show Case Co., of 482-490 West Fort Street, Detroit, Mich. These cases are supplied with the Petz illuminating device, and this is an advantage which all shrewd merchants will at once appreciate.

A Clever Take-off on Human Nature.—John J. Molloy, of McKesson & Robbins' country sales department, returned to his desk last week after a vacation period spent pleasurably at Jamesport, N. Y. Mr. Molloy is an enthusiastic fisherman and made a record capture, winning the prize for the largest catch made by the party of which he was a member, but he declines to go into particulars regarding his exploits. As a labor-saving device he has instead had a card printed which he hands out to people who approach him for news of his outing. The card bears the following lines:

Yes, I'm back.
Yes, I had a good time.
Yes, I caught a lot of fish.
Yes, the mosquitoes are bad down there.
Yes, I enjoyed the bathing.
Yes, I gained ten pounds.
Yes, I feel much improved.
Yes, I'm proud of it.
Yes, I'm glad to be back at work again.
Thank you, thank you, thank you.

—*American Druggist.*

LANOLIN

"BRITISH"

Adeps Lanæ U. S. P. (Guaranteed)

Quality Unequaled. Lowest Price

Before we introduced BRITISH LANOLIN you were paying 50% to 200% higher prices, in other words we are saving you that amount.

Do we get a trial order in return?

If your jobber does not keep it, write us direct.

LIVERPOOL and LONDON, ENG. EVANS and SONS, Lim., 133 William St., New York. MONTREAL and TORONTO, CAN.

BURN AIR 2500 "SYSTEMS" USED DAILY. WORLD WONDER

The Dawn of a New Light

WE WANT TO MAKE YOUR STORE AS BRIGHT AS DAY

EDISON GAS SYSTEM will brighten up your place of business as no other system of lighting will. **IS BETTER THAN DAYLIGHT.**

Don't hesitate to burn air.

WILL SEND ON 30 DAYS' TRIAL!

We want you to send for "2 TWO YARDS OF SATISFACTION 2"

IT WILL DO THE WORK FOR US.

CONSOLIDATED GAS & ELECTRIC CO.

110 MICHIGAN ST., CHICAGO.

"P. & W." is synonymous with purity in medicinal chemicals.

When he talks in his sleep is about the only time a man can get his wife's absorbed, undivided attention.

Did you notice the Egyptian pyramid of the Mallinckrodt Chemical Works on the front inside cover of the Bulletin this month?

Professer: Too bad! One of my pupils, to whom I have given two courses of instruction in the cultivation of the memory, has forgotten to pay me, and the worst of it is, I can't remember his name.—*Fliegende Blaetter.*

No species of advertisement does better work than well-executed and handsome window cards. Some striking ones are gotten out by Schultz & Co., of 128 E. 53d St., Chicago—six for $1 00, illustrated in colors, and 10 by 18 inches in size. Can be used over and over again.

Dangerous Examples.—Mrs. Long (who recommended a servant): "Yes, she was an excellent girl in every way, except she would imitate me in dress, and things like that."

Miss Short: "Ah, yes. I noticed she began doing it when she came to me; but she's given it up now."

Mrs. Long: "I'm glad to hear it. I expect she saw she was making herself ridiculous."—*Punch.*

Ever hear of the "Brilliant" Gas Lamp? It is one of the finest things out! It gives 100 candle power gas light at less than fifteen cents a month. Can you beat this? The cost is less than one-fourth of that represented by kerosene, electricity or gas. Write for a catalogue to the Brilliant Gas Light Co., 42 State Street, Chicago, Ill., and mention the Bulletin.

Hard to be Convinced.—"Did I understand you to say Bill Jones was dead?"

"Yep. Died last Thursday."

"Is that possible?"

"Yes, that's right."

"So Bill Jones is dead. Well, well."

"Yes, he's dead."

"Do you know, I can scarcely believe it, poor chap! Poor Bill! I knew him well. So he's really dead, is he?"

"Well, if he ain't dead, he's in a darned bad predicament. I saw him buried."—*Cleveland Plain Dealer.*

Figures for Window Displays.—Druggists very frequently have need of these, and usually they do not know where to get them. Very often in designing a display it is desired to give some life and point to it by the use of a lifelike figure. Druggists will be glad to know that a great variety of figures are made by James B. Wesley, whose address is 107 East Madison Street, Chicago.

All The Cough Syrup You Want FREE of Charge

BRONCHILINE

IS A WELL KNOWN REMEDY.
IT IS QUOTED IN ALL DRUGGISTS' PRICE LISTS.
IT HAS SEEN PRESCRIBED BY PHYSICIANS FOR FIFTEEN YEARS.
IT IS SOLD IN EVERY STATE IN THE UNION.
IT IS ADVERTISED IN MEDICAL JOURNALS.
IT PLEASES THE PHYSICIAN AND CURES THE PATIENT.

Bronchiline in Pint Bottles, $8.00 per dozen.

To enable us to do direct advertising in the interest of the Retail Trade, we make this special proposition to the Retail Druggists ONLY:

If you will send us the names and post office addresses of twelve Physicians so that we can write them personal letters telling them you, are prepared to fill their prescriptions for BRONCHILINE in pint bottles, we will send you free of charge, four dozen 3 ounce sample bottles of BRONCHILINE with each dozen pints of BRONCHILINE you order.

FOR EXAMPLE:—If you order 3 dozen Pints Bronchiline, we send you 12 dozen samples free.

The 3 dozen pints sell for - - - - - - - - - -	$36 00
After giving a sample bottle to each physician you have 11 dozen left which bring you at 25 cts. each	33 00
Total,	69 00
Less cost of 3 dozen pints - - - - - - - - - -	24 00
Profit,	45 00

You will have no trouble in disposing of the sample bottles. Our letter writing and calls of customers for larger bottles will dispose of the pints. This offer for a short time only. Terms on this proposition cash with order.

Address: B. C. N., care Neat-Richardson Drug Co., Louisville, Ky.

Don't forget to notice the customary advertisement of the New York Quinine and Chemical Works on the rear cover page of the Bulletin. This month's specimen is up to the usual standard of artistic quality and convincing argument.

Mary, a Christian scientist: "Why haven't people as much faith in the Lord, sir, as they have in doctors?"

"Well, for one thing, my dear girl, the Lord never pretends to be able to do what He can't."—Copyrighted by *Life*.

"New-Skin" liquid court plaster has made great strides in the three years it has been on the market, and is now a staple all over the country. The announcement on page 2 of this issue about the new counter card will undoubtedly interest retail druggists who desire to increase their sales. The positive guarantee which the manufacturers of "New-Skin" give in regard to its sale should place it on every drug counter, as there is nothing to be lost in handling it and everything to gain.

Unappreciative.—Patient: What would you think of a warmer climate for me?

Doctor: Good Lord, man! That's just what I'm trying to save you from.—*Journal of Medicine and Science.*

The Clover Chemical Co. beg to call the attention of the druggists to the fact that Clover Massage Cream is fully guaranteed to come up to the standard and will give perfect satisfaction. It is scientifically prepared, up-to-date, and will always please the most exacting and fastidious of society folks. It is used for cleansing and beautifying the skin. It contains no oil or glycerin; removes freckles, blackheads, pimples, tan, sunburn; cures chapped face and hands, and does away with face powders. It is prepared by a thorough and competent chemist and is fully guaranteed, and is put up in opal glass jars with very attractive labels.

The Seat of Disease.—Husband: Why are you so angry at the doctor?

Wife: When I had a terrible tired feeling he told me to show him my tongue.—*Tid-Bits.*

Doing One Thing Well.

In order to maintain regular prices we adhere to the "rebate contract plan."

We manufacture an excellent laxative remedy and advertise extensively to make business for the drug trade and ourselves.

We do not claim to excel in other things, but we endeavor to do one thing well and to give satisfaction to the trade.

We appreciate the friendly interest which druggists generally have taken in the sales of our remedy, Syrup of Figs, and we thank them most cordially. We are,

Yours truly,

San Francisco, Cal. Louisville, Ky.
New York, N. Y.

California Fig Syrup Co.

A Pessimistic View.—The Maid: "Do you think the microbes said to be in kisses develop into anything dangerous?"

The Bachelor: "I'm afraid they do. At least, I've been told that marriage is often a result."—*Chicago News.*

This beautiful float was one of the handsomest in the long parade, and certainly embodied more actual cash value than perhaps any other one. It was viewed with admiration by the thousands of people assembled along the line of parade, and could not have failed to impress upon the multitude the fact that "The Liquid" stood for excellence and beauty in the manufacture of soda-water apparatus.

The Liquid Builds Fountains for All the World.—Above is a photographic reproduction of the magnificent industrial "float" of the Liquid Carbonic Co. (of Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas) which appeared in the Chicago Day Centennial Parade, at Chicago, Tuesday night, September 29.

"Say, old man, what is a summer girl?"

"A summer girl is a rack to stretch shirt-waists on; inside is a receptacle for lobster salad and ice cream, while outside is an attachment for diamond rings."—*Life.*

THE LARGEST MAKERS OF TIN BOXES OUTSIDE OF THE TRUST

If our work were not better, shipments prompter or prices lower than anyone else's the proprietors of the following well-known preparations would not buy tin boxes from us.

Cascarets (Candy Cathartic) | Huyler's (Cocoa) | Oatine (Face Cream) | Sanitol (Tooth Powder)

Dr. Charles (Flesh Food) | Maltsanta (Malt Diastase Co.) | Oliver (Ribbons) | Tetlow (Mfg. Co. Talc)

Gre-Solvent (Miles Ahead of Soap) | Mohr's (Shoe Polish) | Runkel's (Cocoa) | Vaseline (Chesbrough Co.)

Don't hesitate to write for samples, quotations or any other information. If you ask, we will send free of charge, a very useful little tin desk reminder called "DO IT NOW."

AMERICAN STOPPER COMPANY,
171 WATER STREET, BROOKLYN, N. Y.

THE LARGEST MAKERS OF TIN BOXES OUTSIDE OF THE TRUST

PROUD MOTHER: "Oh, John! the baby can walk."

Cruel Father: "Good! He can walk the floor with himself at night, then."

"DR. DAVIS'S ANTI-HEADACHE" is the pioneer of all headache remedies. A special offer concerning this product is made on advertising page 39.

THE ESSENTIAL THING.—"Doctor," said the grateful patient, seizing the physician's hand, "I shall never forget that to you I owe my life."

"You exaggerate," returned the doctor, mildly; "you owe me only fifteen visits. That is the point which I hope you will not fail to remember."—*Tit-Bits.*

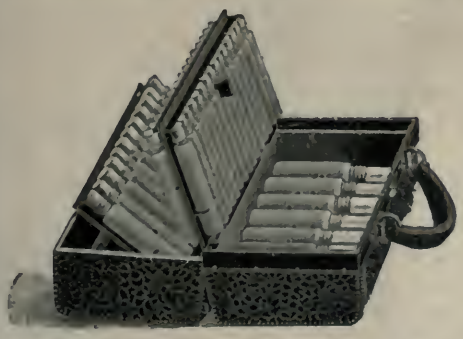
DRUGGISTS who are getting up their holiday stock ought by all means to have at hand the immense illustrated catalogue of Butler Bros., of New York, Chicago and St. Louis. These catalogues contain about everything that any dealer, in any line of goods, could possibly want. Everything that you can think of will be found illustrated, described, and the price given for it. Send at once for one.

PIUS X. SMOKES.—Pius X. smokes, and enjoys the distinction of being the first Pope to make use of tobacco in this form. Says a writer in the New York *Tribune:*

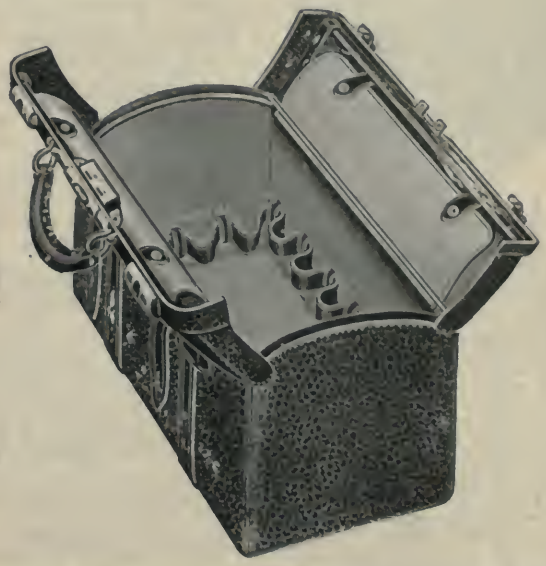
"Both Leo XIII. and Pius IX. were wont to indulge in snuff, but no pontiff has ever until now been known to smoke cigars, like the present occupant of the chair of St. Peter. Indeed, his pronounced fondness for the fragrant weed is a subject of no little concern to those prelates and dignitaries of the court of the Vatican who regard any breach of etiquette as something akin to a sin. For among the Italian clergy smoking by those in holy orders is rather discountenanced, and when Pius X. was Patriarch of Venice, his cheerful disregard of their ethics in the matter was wont to disconcert the clerical members of his household, their uneasiness being increased by the fact that the particular brand affected by the Patriarch was that of an exceedingly cheap and to foreigners somewhat unpalatable cigar bearing the name of that Italian statesman, Cavour, who, while regarded as the founder of the unity of Italy, is looked upon at the Vatican as the originator of that policy which culminated in the loss by the Holy See of its temporal possessions.

"If I call attention to this fact, it is because it goes to confirm the assertion frequently made since the last conclave that Pius X. is the most human Pope who has occupied the chair of St. Peter in modern times, and also because it will tend to create a fresh bond of sympathy between the Holy Father and those numerous members of the Roman Catholic clergy in this country who see no harm in seeking solace and innocent enjoyment in a cigar, or even in a pipe. It will certainly relieve their minds to know that there is no danger whatsoever of Pius X. reissuing the bull against the use of tobacco sent forth by Pope Urban VIII."—*Literary Digest.*

AN aluminum tray, containing a local picture of some sort, makes a very nice souvenir to be given away on special occasions. They may be secured of W. E. Cummings & Co., at 207 State Street, Chicago.



It's Good Business Policy to Remember the Doctor Occasionally, Especially so at Holiday Time.



What better gift can you make than a nice

MEDICINE CASE or a FINE BAG

We have all kinds and styles, all the way from 75c. to $20.00 each.

CATALOGUE FREE ON APPLICATION.

WESTERN LEATHER MFG. CO.,

51 Wabash Ave., CHICAGO.

SOMETHING for nothing! The Glessner Medicine Co. offer to send *free* two dozen of the ten cent size of Dr. Drake's German Croup Remedy with every order for one dozen of the thirty-five-cent size. Altogether the druggist gets $6.60 from the lot, and he pays $2.25 for it! How's this?

BAIRD'S old-fashioned Horehound Cough Drops are sold at this season of the year in almost every drug store in the country. They are known from one end of the United States to the other. A special proposition with reference to these cough drops is made by the makers, the J. B. Baird Cough Drop Co., of Louisville, Ky., in their advertisement elsewhere in this number. See the Index to Advertisers on advertising page 3.

THE NEW COUNCIL OF THE A. PH. A.—The Council of the American Pharmaceutical Association is made up of the twelve members proper, together with the general officers of the association and the chairmen of the four sections. The council for the forthcoming year is announced by Secretary Whelpley to be as follows, the names being arranged alphabetically:

1. Alpers, Dr. William C., First Vice-President, 45 W. 31st Street, New York City.
2. Beal, Dr. James H., Chairman Council (term expires 1904), Scio, Ohio.
3. Burke, W. H., Chairman Sec. on Prac. Pharm. and Dispensing, 153 Grand River Avenue, Detroit, Mich.
4. Caspari, Jr., Prof. Charles, General Secretary, 109 Aisquith Street, Baltimore, Md.
5. Claus, Dr. Otto F., Third Vice-President, 2625 North Ninth Street, St. Louis, Mo.
6. Dewoody, William L., Chairman Commercial Section, 120 West Barraque Street, Pine Bluff, Ark.
7. Diehl, Prof. C. Lewis, Reporter on Progress of Pharmacy, Third Avenue and Broadway, Louisville, Ky.
8. Eberle, Prof. E. G., Member of Council (term expires 1906), Texas Drug Co., Dallas, Texas.
9. Eliel, Mr. Leo, Vice-Chairman Council (term expires 1906), 230 W. Washington Street, South Bend, Ind.
10. Hallberg, Dr. C. S. N., Member of Council (term expires 1905), 358 Dearborn Street, Chicago, Ill.
11. Hopp, Lewis C., President, 256 Euclid Avenue, Cleveland, Ohio.
12. Lowe, Dr. C. B., Member of Council (term expires 1904), Phil-Ellena Street and Germantown Avenue, Philadelphia, Pa.
13. Mason, Harry B., Chairman Sec. on Education and Legislation, 233 McDougall Avenue, Detroit, Mich.
14. Patton, Mr. John F., Member of Council (term expires 1905), 273 W. Market Street, York, Pa.
15. Payne, Dr. George F., Member of Council (term expires 1906), 43½ Whitehall Street, Atlanta, Ga.
16. Puckner, Prof. W. A., Chairman of Scientific Section, 73 Wells Street, Chicago, Ill.
17. Rapelye, Mr. Charles A., Member of Council (term expires 1904), 853 Main Street, Hartford, Conn.
18. Roehrig, A. M., Second Vice-President, U. S. M. Hospital, Stapleton, Staten I., N. Y.
19. Sheppard, Mr. S. A. D., Treasurer, 134 Huntington Avenue, Boston, Mass.
20. Whelpley, Dr. H. M., Secretary Council (term expires 1904), 2342 Albion Place, St. Louis, Mo.
21. Wirthman, Joseph C., Local Secretary, 18th and Troost Streets, Kansas City, Mo.

Make Your Store and Windows Attractive

SET UP A

Color-Reflecting Self-Propelling Window Light

Most Elegant Appearance.
High-Polished Brass.
For Electricity, Oil or Gas.
Most Interesting Physical Work of Art.

Does Away with Show Globes

You will have a crowd in front of your windows all day.

It is the Best and Everlasting Advertisement Out.

DESCRIPTION.—Before an artfully constructed large mirror-reflector a beautiful globe covered with magnificent stones in different colors is supported on chains by a fan-wheel, which runs with its steel point in a jewel knob. The light has its place in the center of the globe, wonderfully glittering and shining through the colored stones and the skillfully placed openings in the metal parts of the globe. The heat of the light brings the fan-wheel into rotation and the globe revolves at a high rate around the light. The whole mirror-screen is covered with the reflecting of the bright stones, always running from left to right and always changing the colors.

The whole effect is one of such unspeakable beauty that no picture is able to give a description of it; the colors move like in a kaleidoscope, but have such a splendor that every comparison is displaced.

Price for Either Oil, Gas or Electric Light, $25.

FREIGHT PREPAID TO ANY PART OF THE U. S. IF CASH ACCOMPANIES THE ORDER.

Glogau's Brass Works, 17 Quincy Street, Chicago.

THE BRILLIANT GAS LAMP

Halo 500 Candle Power

should be in every Village Store, Home and Farm House in America. They don't cost much to start with, are better and can be run for less than ¼ the expense of kerosene, electric light or gas. Gives 100 candle power gas light at

LESS THAN 15 CENTS A MONTH.

Safe as a candle; can be used anywhere by anyone. Over 100,000 in daily use during the last 5 years and all are good.

The operation of our gasoline lighting system is so free from objections found in other systems that by many it is preferred to the individual lamp.

WRITE FOR CATALOGUE.

100 Candle Power

BRILLIANT GAS LAMP CO.,
42 State Street, - CHICAGO, ILL.

A SUBSTITUTOR'S OBITUARY.

Here lies the clay of Druggist Brown,
The Substitution Fiend,
From selling imitation goods
His livelihood was gleaned;
Let not his mourning spouse be doomed
To life-long widowhood,
The matrimonial market offers
"Something just as good."

—*Medical Exchange.*

THE SOURCE OF POWER.

Nations and individuals are after all very much alike. The character of each is developed by difficulties. Strength comes only from opposition.

Would the people of this great country ever have come together into a homogeneous whole had it not been for the tyranny of England? It is exceedingly doubtful. Up to 1765 they were divided into thirteen separate colonies; and these thirteen colonies were scarcely less distinct in spirit than so many European countries of to-day. Each had its own economic system, its own social classes, its own political and religious institutions, its own habits of life and work. Each was jealous of the others; and mutual suspicion and even dissension made harmony and coöperation well-nigh out of the question.

It is possible that later on, when the railroad, and the telegraph, and the telephone came upon the scene, these great unifying factors would gradually have brought about something like a universality of custom, and ultimately, perhaps, a homogeneity of thought and purpose—it is possible that they would have resulted in the creation of a nation. But what these slow evolutionary factors might possibly have done in time was done quickly and much more thoroughly by another force—the force of tyranny. England passed the stamp act. Every one of the thirteen colonies felt its liberty attacked. They all realized that they had a common enemy and a common cause. Difference of custom, difference of institution, jealousy and dissension—what mattered these things? They must be forgotten. A united front must be made if relief from imposition were to be secured.

Efforts at concerted action had always failed before, but now representatives of nine colonies attended the Stamp Act Congress in New York. The germs of the future union were implanted; and they grew and thrived rapidly under the stimulus of continued injustice. Having to overcome an obstacle which called absolutely for united action, united action was naturally brought to bear upon it. Finding it positively essential to develop a strength sufficient to resist tyranny and opposition, that strength was inevitably born for the purpose. And thus to the injustice and unkindness of the mother country, strange as the statement sounds, we may attribute the lusty vigor and the united spirit of this great country.

And what has been true of this and other countries and races is true also of individuals. The things which develop character and power are not coddling, wealth of opportunity, nor even education. Trial, difficulty, opposition—these are the forces which make for greatness. A photographic plate, when first removed from the camera, has no visible image upon its surface. Positively nothing is to be seen. All is plain white. But the developing solution is poured over the sensitized film. Immediately the outlines of the image appear. Each instant they grow stronger and stronger, and finally the image is complete. The developing solution of the character is compounded of difficulties. Flow this over the sensi-

tized nature of the individual, and if there be any latent strength hidden it will suddenly spring to sight and rapidly attain its full development.

With some natures no latent image is present to work upon. No photographic "exposure" has been made, and there is nothing to develop. The developing agent, instead of producing an image, causes the whole plate to become dark—ruins it.

With other natures, again, there is the latent image, but the developing agent is never flowed over the plate, and the image forever remains hidden in obscurity.

But in fortunate cases the two elements coöperate, and the result is marvellous. One of the Choates declared that he owed his success to the fact that when he arose once in his early life to address the jury in a criminal case, he plainly felt his hungry children tugging away pitifully at his coat tails for something to eat. Paderewski, though never indolent, was unable to relieve himself from poverty until the sight of his wife dying from starvation aroused him to powerful action; and he immediately achieved a great and a remarkable success. Grant was without any particular merit—was perhaps, indeed, a failure—until the indignation resulting from the attitude of his fellow and superior officers in the civil war, and his overmastering determination to put down the rebels, developed a power which made him one of the greatest generals of all time.

HARRY B. MASON.

A PERFECT EXPLANATION.—Mrs. Dix: Don't you think your husband is rather headstrong for an invalid?

Mrs. Hix: Yes, and the doctor's to blame for it, too.

Mrs. Dix: Indeed! And why, pray?

Mrs. Hix: He refuses to allow him to take any nourishment but goat's milk.

LANOLIN, "British," or Adeps Lanæ, U. S. P., in its natural state when free from admixtures, has the characteristic odor of sheep's wool. This may be covered, and its color bleached by chemical treatment, but such a process cannot improve, and may injure its valuable natural properties. The natural fat obtained from the wool of sheep is especially valuable as basis for all applications to the skin for the following reasons:

It is most readily absorbed.

It will absorb more than its own weight of aqueous liquid.

It does not become rancid.

It has a soothing and healing action wherever applied, owing to its great emollient properties.

The marvelous increase in the use of this product since its cost has been considerably lessened, entering as it does nearly all the skin toilet preparations, such as face creams, bust foods, has set druggists investigating, and there are few who have not established a profitable business along these lines.

Evans and Sons, Lim., are offering their "British Lanolin" Hydrous at 30 cents per pound in a patent lever top can, and also in barrels at proportionately lower figures. They supply likewise a toilet lanolin delicately perfumed in handsomely decorated cans containing ¼ pound, ½ pound and 1 pound each; also in collapsible tubes to retail at 15 and 25 cents. They have a lanolin soap tastefully wrapped in a neat box containing 3 tablets. All of these products are sellers. They solicit a trial order.

Morrell's

Fluid Extract of Beef

CLARIFIED

FOR PHARMACEUTICAL PURPOSES
Put up in 2½ and 5 lb. Tins, 10 lb. Tins and Jugs.

FOR THE TRADE
In 4-ounce (full weight) bottles, glass stoppers, packed one dozen cartons in case.

ADDRESS FOR PRICES

JOHN MORRELL & CO. LIMITED, OTTUMWA, IOWA.

BRANCH HOUSES:
67-69 Commercial St., BOSTON, MASS.
192 Front St., MEMPHIS, TENN.
626-630 West 36th St., NEW YORK, N. Y.
616 Cherry St., DES MOINES, IOWA.

REACTIONS

. . . BY . . .

F. A. FLÜCKIGER, Ph.D., M.D.

A Selection of Organic Chemical Preparations Important to Pharmacy in regard to their Behavior to Commonly Used Reagents. Translated, revised and enlarged by J. B. Nagelvoort, the well known analytical chemist. Authorized English edition.

PRICE, $1.00.
REDUCED FROM $2.00.

WILLIAM M. WARREN, Publisher.

IN YOUR WINDOWS
USE OUR
TRADE-BRINGING SHOW CARDS

A Series of Window Cards, handsomely illustrated in colors, printed on heavy white cardboard, 10x18 in. Each Card a strong selling argument in favor of your store.

Each card a trade-bringer—a method of advertising that is inexpensive and can be used the Year 'round.

In use by over 1500 live druggists.

PUT UP IN SETS OF SIX DISTINCT CARDS. SENT, EXPRESS PAID, UPON RECEIPT OF PRICE, **$1.00**

Or sent to any reputable druggist on ten days' approval.
Only one druggist in each town can have these Cards.
You order first.

SCHULTZ & CO., SHOW CARD EXPERTS FOR DRUGGISTS
128 E. 53RD ST., CHICAGO, ILL.

"GENTLEMEN, gentlemen!" shouted the man in the ticket office to the impatient crowd in line at a theater. "Stop pushing! Remember you are not out with your baby carriages now!"

HERE'S a special proposition—don't neglect it. It has reference to "Bronchiline," and the full particulars are to be found on advertising page 26 of the present issue of the BULLETIN. "All the cough syrup you want free of charge!"

KEEPING IT UP TO THE LAST.—Dix: "I understand Windig, the attorney, is seriously ill?"

Mix: "Yes. I met his physician this morning, and he says he is lying at death's door."

Dix: "That's just like a lawyer."—*Freedom.*

A GREAT many druggists handle jewelry as a side line. It will be well for all such to remember that R. Chester Frost & Co., 183-185 Dearborn Street, Chicago, is the largest mail-order jewelry house in the world. Send at once for catalogue No. T 50, containing 272 illustrated pages. This will be found to contain everything that druggists could possibly want in the line of watches, diamonds, jewelry, silverware, optical goods, and ebony and leather novelties.

MISS NERVE: Doctor, I am in constant dread of getting into a trance or something and being buried alive.

Doctor Pylls: Nonsense! You take what I prescribe and drive such foolish notions out of your head. Such a thing as being buried alive never happens to my patients.—*Harper's Bazaar.*

MAKING IT EASY FOR THE DISPENSER.—The American Soda Fountain Co. is at the head of the procession always. They not only keep pace with the strenuous stride of the times, but are in advance with their goods and methods of doing business.

This month's advertisement on page 7 shows the dispenser how easy it is to get into the hot soda business. Attention is called to their great $25 hot soda complete outfit, which comprises absolutely everything required by the dispenser of soda.

Turn to the advertisement and read the list and send in your order. The hot soda business is rapidly growing. No other article sold over a counter yields so handsome a profit except cold soda. The serving of hot soda in the winter time is not only profitable, but it draws trade to your other lines. All the items in this outfit are of high grade, and in fifteen minutes after the receipt of the outfit by you, you will be ready for hot soda business.

While you are dispensing hot soda do not forget your next season's cold soda trade. If your fountain needs repairs now is the time to attend to it. The American Soda Fountain Co. give special attention to repairs on soda water apparatus. Orders should be sent in reply to avoid delay.

If your trade in cold soda is considerable it is to your interests to make your own soda water. In that event you will require a carbonator. The continuous automatic carbonators of the American Soda Fountain Co. are without rival in the market to-day. They require absolutely no attention, take but little space and furnish an almost unlimited supply of highly carbonated water at a cost of about one cent per gallon.

Dispensers throughout the country who buy soda water in tanks pay from 10c to 15c per gallon and must be satisfied with an indifferent quality of soda water. The saving in the cost of soda water will soon pay for the carbonator.

If you require information in regard to any point in the dispensing of either hot or cold soda water write to the American Soda Fountain Co., who will be pleased to give you assistance which will be of great benefit to you.

"PAT," said his young wife, "I wish you wouldn't put your knife in your mouth when you eat."

"An' phwere would yez hev me put it," said Pat, in astonishment—"in me eyes?"

ABBOTT'S SALINE LAXATIVE is one of the good sellers. It is advertised in all of the standard medical journals, and is therefore widely prescribed by physicians. The twenty-five-cent size costs $2 per dozen.

THE doctor's little girl, whose mother left her alone at night after telling her the room was full of angels, was heard saying to her doll:- "Now, dollie, you mustn't be afraid. The room is all full of angels. It beats the devil how afraid I am of angels."

THE ENGLISH LANGUAGE.

If an S and an I and an O and a U,
And an X at the end spell Su,
And an E and a Y and an E spell i;
Pray what is a speller to do?
Then if also an S and an I and a G
And an H E D spell cide;
There is nothing left for a speller to do,
But to go commit Sioux-eye-sighed.
—*Songs of Western Colleges.*

THE School of Pharmacy of Northwestern University, located in Chicago, now has an equipment second to none in the country. Situated in a new building, having seven laboratories, utilizing the services of twelve teachers, it is in an admirable position to render excellent service to the cause of pharmaceutical education. The well-known Dean is Oscar Oldberg, and he may be addressed at 87 Lake Street, Chicago.

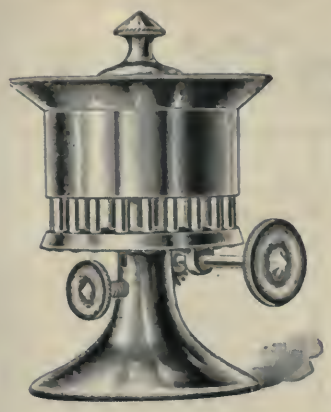
FREE TOWELS.—A novel way to introduce his preparations amongst the retail druggists is that used by Wm. C. Burrichter, Panora, Ia., in promoting the sale of Le Bron's Health Pills and Le Bron's Ache Tablets.

With an order for one dozen of each preparation at $1.75 per dozen, the druggist receives free of charge 10 White Turkish Towels—just the thing for store or home use. These towels are equal in quality to those sold by dry goods dealers for 25 cents each. Included in each offer are 150 samples of each remedy, and 150 copies of the finest booklet issued on constipation.

Your jobber sells the Le Bron Towel Offers, and attention is called to the fact that the manufacturer guarantees satisfaction to the consumer, or money is refunded.

AN IDEAL NURSE.—A nurse generally arrives in time of crisis, the patient is turned over to her, the family draw a long breath of comfort and relief, confide in her amazingly, question her about the doctor, the treatment, the patient's condition, her experience of similar cases, and unhesitatingly make her privy to their most personal affairs.

Besides possessing unblemished courage and professional skill, a nurse should be prepared to sweep, keep a room in order, arrange flowers, read aloud, write notes, unobtrusively quiet such family jars as might affect her patient. She must understand what to do herself, what should be left to servants, remembering that this will vary in every household. She must be quick to see when her presence is necessary, when she is in the way. She can allow herself no personal habits as to bed or board, no private existence or amusement while at a case, and when the patient is safely through the exciting period of illness she has to settle down with good grace to the tedium of convalescence, never resenting the inevitable withdrawal of intimacy as the family resume a normal habit of life, and no longer make her the recipient of every thought and emotion.—*Atlantic Monthly.*



Eastman's Capsule Filler

The most practical of aids to the :: ::

BUSY PHARMACIST

Divides the powder accurately, compresses it, and caps the capsules.

If time, labor and peace of mind are of any value, :: :: :: ::

YOU NEED IT

PRICE $15.00

16-page illustrated, descriptive Booklet with testimonials from Pharmacists throughout the U. S. brought by postal to

L. K. EASTMAN,

1354 Woodward Ave., DETROIT, MICH.

A RAPID SELLER

BAIRD'S

OLD-FASHIONED HOREHOUND COUGH DROPS

1620 Third Ave., New York, N. Y., May 5th, 1903.
J. B. BAIRD COUGH DROP CO., Louisville, Ky.
GENTLEMEN:—I find there is still a good demand for Baird's O. F. H. Cough Drops, and I will have to have another 100 pounds to finish out the season with. This makes an even TON I have ordered since October 1st. Considering that this has been an unfavorable season think this is a very good showing. Very truly yours,
OTTO FROHWEIN.

This is only one of hundreds of similar letters from customers. You can have as satisfactory results if you will offer Our Drops to your trade. Note the fairness of our offer.

OFFER.—We will ship to any reliable druggist 100 lbs. drops, 400 bags, ad matter for window display, and a letter of instructions, how to proceed to dispose of them. Terms, 30 days. If not sold at the expiration of this time all unsold drops to be returned at our expense, paying for amount sold. Price per 100 lbs. $12.00. Retails for $20.00.

J. B. BAIRD COUGH DROP CO.
LOUISVILLE, KY.

BEESWAX

PURE REFINED BEESWAX.
"W. H. B."

In 2-lb. cakes in cases of about 130 lbs.
In 1-lb. cakes in cases of about 130 lbs.
In ½-lb. cakes in cases of about 130 lbs.
In ¼-lb. cakes in cases of about 130 lbs.
In 1-oz. cakes in 2-lb. parcels in cases of 54 lbs.
French Refined, in 1-lb. cakes in cases of 130 lbs.

PURE WHITE BEESWAX.
"W. H. B."

IN CASES OF 54 LBS.

In round cakes in 2-lb. parcels, or in oblong cakes loose.
In 1-oz. cakes in 2-lb. parcels.
Plain blocks of 7½ lbs. in cases of 250 lbs.
White Wax.—Plain Round Cakes in 2-lb. parcels in cases of 72 lbs.

Weights and Quality Guaranteed.

This is the best-liked *BEESWAX* that has ever been sold, because it is *Pure*, and can be relied upon at all times. It has stood the test for 30 years. The makers are having it analyzed systematically by the most eminent Chemists in Boston and New York, and other large cities of the United States, directly from the stock of the dealers, as a guarantee for their customers.

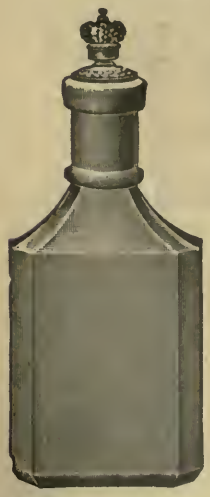
W. H. BOWDLEAR & CO.,
149 PEARL STREET, - BOSTON, MASS., U. S. A.
Cable Address—"BOWDLEAR, BOSTON."

SALTSBURG BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.
(18 miles out of Pittsburg.)

MANUFACTURERS OF

FINER GRADES POT FLINT Glass Bottles.



Princeton Tooth Wash 2¼ oz.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

TIME.—"Mr. Benson, I waz much pained to heah ob de suddin death ob yer wife. Did dey hol' a post-mortem 'zamination?" "Dey did, sah, Mr. Willis; but they didn't hol' it till arter she died. Fool doctah might er knowed he couldn't sabe her life den."

MANUFACTURERS and jobbers who have need for drug mills run by power will do well to look into the merits of the mills made by Mead & Co., of Detroit, Mich. These mills have points of superiority which are unsurpassed, and the best evidence of this is perhaps to be found in the fact that the Mead mills are so generally used all over the country. Send for illustrated catalogue, mentioning the BULLETIN OF PHARMACY. The specific address of Mead & Co. is Twentieth Street and M. C. R. R., Station B., Detroit, Mich.

MASS MEETING IN MICROBEHOLLOW.—Mr. Chairman: And now, gentlemen, I beg to move a hearty vote of thanks to our best friends, the promoter of the concentration camp (great cheers) and the landlord of the New York tenement (cheers), for the condition they keep these places in, which is so healthy for us. (Great cheering and the vote unanimously and enthusiastically passed.)—*Life.*

THE Underwood Typewriter is unquestionably one of the best machines on the market. It has an unsurpassed record for speed, durability, and ease of operation. The brand "Underwood" has come to be synonymous with "Excellence." Wholesale druggists and manufacturers who use a number of machines in their offices would do well to consider the merits of the "Underwood." No machine in the market will give better service! This instrument is made by the Wagner Typewriter Co., of 218 Broadway, N. Y., and the agents for Michigan are Rex B. Clark & Co., of 73 Griswold Street, Detroit.

There is nothing in which the particular druggist is more particular than in the selection of his prescription corks. He wants them *right*, and in order to have them so it is only necessary to specify the "M" & "B" "Trefoil" brands manufactured by the R. W. McCready Cork Co., of Chicago, Ill.

Unique Apprenticeship Papers of a Generation Ago.—E. Plummer, a New York representative of Parke, Davis & Co., sends the Bulletin a copy of the indenture with which he was bound to serve a druggist in London, Canada, for a period of three years, during which time he was supposed to be thoroughly instructed in the art and mystery of a pharmacist. This serves well to illustrate the difference which exists between methods followed forty years ago and those prevailing to-day. The original contract was written on blue foolscap paper with a home-made quill pen. The indenture follows:

THIS INDENTURE made the twenty sixth day of January, one thousand eight hundred and fifty nine, between John Salter of the City of London, in the County of Middlesex and Province of Canada, druggist, Ephraim Plummer of the same place, minor, and John Plummer of the same place, wagon-maker, WITNESSETH, That the said Ephraim Plummer, being between the age of thirteen and fourteen years, doth bind himself apprentice to the said John Salter to learn the art and mystery of a Chemist and Druggist for the full term and period of three years commencing from the date of this identure, during all of which time the said apprentice shall serve his master faithfully, honestly, and industriously, his secrets keep, and all his lawful commands every where readily obey, at all times protect and preserve the goods and property of his said master and not willingly suffer or allow any damage to be done thereto by others. He shall not buy, sell, or traffic with his own goods or with the goods of others, or absent himself at any time from his master's service without leave. He shall not play at cards, or dice, or any unlawful game. He shall not haunt or frequent taverns, tippling houses, or places of gaming or ill-fame, but conduct and demean himself as a good and faithful apprentice ought to do during the whole time or term aforesaid.

And the said John Plummer, on his part, doth hereby declare himself satisfied and contented that the said Ephraim Plummer shall bind himself apprentice to the said John Salter, and serve him truly as herein before mentioned for the full end and term of three years from the date of these presents, and the said John Plummer doth further agree to board, lodge, clothe and wash for the said Ephraim Plummer during the whole of the said term requiring no wages or recompense from the said John Salter. And the said John Salter shall use and employ the utmost of his endeavors to teach or cause to be taught the said apprentice in all the arts and mysteries and trade of a Chemist and Druggist for the full end and term of three years aforesaid.

And for the true performance of all and singular the covenants and agreements aforesaid the said parties bind themselves each to the other by these presents. In witness whereof the parties aforesaid have hereunto set their hands and seals this twenty-sixth day of January, one thousand eight hundred and fifty nine.

Ephraim Plummer.
John Plummer.
John Salter.

Signed, sealed, and delivered in presence of

Geo. G. Magee.
Thomas Haskett.

Ephraim Plummer has faithfully discharged the obligations of this indenture. His conduct during his apprenticeship has been moral and trustworthy, and the proficiency he has attained in the art and science of drugs and medicines is such as to fit him for conducting any and all the branches of a chemist and druggist.

John Salter.

London, Canada, West, January 26, 1862.

Druggists like to handle those specialties that are advertised extensively in the popular magazines, for this always means that a good demand is sure to be enjoyed by them. "Zodenta," the popular tooth soap manufactured by F. F. Ingram & Co., of Detroit, Mich., enjoys this great advantage. Advertisements of "Zodenta" will be found in such leading magazines as the *Ladies' Home Journal, Munsey's, Harper's Bazaar, the Delineator, Everybody's Magazine*, and a considerable number of others. Manufacturers of this specialty make an offer to druggists on advertising page 4 of the present issue of the Bulletin which it will pay druggists to consider. Don't overlook it!

REDUCTION IN PRICE

We take pleasure in informing the trade that we have reduced the price of all our $1.00 preparations from $8.50 to $8.00 per doz., the new price becoming effective October the 21st, 1903.

We also desire to announce that we have changed the name of

VERNAL SAW PALMETTO BERRY WINE

TO

VERNAL PALMETTONA

This change has been made simply because the new name is more easily remembered than the old. The medicine itself has not been changed in the slightest particular.

If you handle our preparations, send us your name and we will increase your trade.

VERNAL REMEDY CO.,

101-107 Seneca St., BUFFALO, N. Y.

REID'S IMPROVED SILENT SALESMAN

No. 22. 6-Ft Display Case.

Features: *FIRST—Two large doors in six-foot case, thus making it easy of access.*
SECOND—Front glass 32 inches wide, giving 2 inches more space inside of case than other makes.
THIRD—Our construction is stronger.
FOURTH—All glass put in place from outside.
FIFTH—Many other points which make our cases superior to other makes.

SPECIFICATIONS—Manufactured of carefully selected plain white oak. O. G. receding base, neatly finished. Doors slide on brass rollers and brass track. Full length mirrors in doors. Bottom covered with cloth. Three polished plate glass shelves on adjustable nickeled brackets. All glass bedded in putty. Made in grade "A." Height 43 inches, width 28 inches.

Special prices on this case in all polished plate glass. Ribbed plate shelves or wood shelves may be substituted for polished plate glass shelves at a much lower price.

Grade "A"—Beveled polished plate top laid on felt, balance glass best double strength.
"B"—All best double strength glass.

PRICES:	6 feet,	$70.00	10 feet,	$106.25
	8 feet,	87.50	12 feet,	137.50

DISCOUNT FROM ABOVE LIST PRICES.

Manufactured by The REID MFG. CO., Detroit, Mich.

Drake's Palmetto Wine

Is Carried in Stock by all Jobbers of Drugs

RETAILS AT 75c. PER BOTTLE

PRICE TO RETAIL TRADE IS $6.60 PER DOZEN, NET. : : : : :

TWO NEW BOOKS

EXTRACTS AND PERFUMES

A treatise on the most practical methods for the manufacture by the retail or wholesale pharmacist of Flavoring Extracts, Colognes, Toilet Waters, Perfumes, Sachets, Fumigating Pastilles, Etc., together with several hundred tested and workable formulas by Prof. W. L. Scoville and other authorities. Bound in cloth; price postpaid $1.00; with THE SPATULA one year, $1.50.

1000 QUESTIONS IN PHARMACY

A sequal to the "Catechism of Pharmacy." A book that is invaluable to every clerk and student. In it almost everything you can think of is answered. Cloth bound. Sent postpaid $1.00; with THE SPATULA one year, $1.75.

CATECHISM OF PHARMACY

A book to help candidates pass board examinations. It coaches them on just what is needed. Bound in cloth, post-paid, $1.00; with THE SPATULA one year $1.75.

500 SPATULA FORMULAS

For the making of Common Remedies, Perfumes, Soaps, Tooth Powders and Washes, Hair Dyes, Cosmetics, Colognes, Liqueurs, Cements, Glues, Mucilages, Blackings, Corn Cures, Rat and Vermin Poisons, Extracts, Fire Works, etc., prettily bound in cloth, post-paid $1.00; with THE SPATULA one year $1.50. Paper cover 60 cents; with THE SPATULA one year $1.25.

HOW TO ADVERTISE

If interested send us your card and we will send you some of the prettiest, best and cheapest business bringers you have ever seen.

Address: SPATULA PUBLISHING CO., 7 Sudbury Bldg., Boston.

DRUGGISTS who are in need of anything in the way of ledgers, or other books for bookkeeping purposes, should write to the Richmond & Backus Co., of Detroit, Mich. These people make everything of the kind that has been invented or devised, and they can give you whatever you may happen to want.

A KISSING BEE.

Harry and Harriet in the park,
Side by side—and the night was dark—
Small wonder Harriet's ma beheld
Next morn that Harriet's lip was swelled.

"What ails thee, child?" in haste to learn
The cause, she asked in deep concern.
The maiden answered with a shrug,
"What? That? Oh, just a kissing bug."

But ma, who minded other days,
Was wise in maidens' wily ways;
"No bug," she said, "that so stung thee,
"But just a plain, old-fashioned kissing bee!"

—*Chicago News.*

THERE is scarcely any article on the market which exhibits so great a variety of quality as "wood" or methyl alcohol. Even the so-called "pure" products often contain questionable percentages of impurities. There is one brand, however, which has throughout maintained a reputation for consistent purity. This is "Columbian Spirit," manufactured by the Wood Products Co., of Buffalo, N. Y.

HE WAS MADE WELCOME.—On my initial trip as commercial traveler in England a kind friend told me that I must state I was a "commercial" on entering an inn, and he added that the "commercial room" had peculiar customs. Arriving on a morning train in a famous university town, I was soon in the courtyard of an old-fashioned commercial hotel. I was welcomed by the "boots" and directed to a "commercial room" marked "Private."

The "commercial" dinner was served promptly at 1 o'clock or at quarter past 1. Should twenty "commercials" be stopping at the house and but one be present at this dinner hour, the soup is served.

It was a few minutes after the hour when I reëntered the "commercial room" to find sixteen seated at the long table, now covered with white linen and decorated with flowers.

At the head of the table, engaged in serving the soup, sat Mr. President, who occupies this position by virtue of having remained in the hotel longer than any other person present, and at the other end is Mr. Vice, the second in length of stay. This I did not then know.

After hesitating for a moment I slipped modestly into a vacant chair. In a few seconds I was conscious that every eye in the room was fixed upon me. Presently the president, a ruddy-faced old man of about 60, said, "Perhaps the gentleman who has just seated himself is unaware that this is a private room?" This was said courteously, but firmly.

My first thought was to telegraph to the American ambassador and to get out my passport declaring me to be a free-born American citizen, but the savory odor of the soup and my friend's warning prevailed; so, half rising from my chair, I stammered out something about my ignorance. With every desire to relieve my evident embarrassment, and at the same time to uphold the tradition of the table, the president said, "The gentleman is a stranger and wishes to join us."

A hearty permission was given at once by all, and I reseated myself.—*World's Work.*

PROFESSIONAL SUCCESS.—Young Doctor (exultantly): Well, I've been successful with my first patient.

Old Doctor: Of what did you relieve him?

Young Doctor: Ten dollars.

EVERY druggist who sells playing cards handles the line manufactured by the United States Playing Card Co. of Cincinnati. This goes without saying. These people are the chief producers of playing cards in the country.

HE (who has offended her): "Won't you look up at me?"
"If I did, you'd kiss me again."
"No; honest, I won't."
"Then what's the use?"—*Life.*

COÖPERATION WITH THE ADVERTISER.—The retail druggist becomes familiar with every form of insurance, and yet he may often overlook an excellent system of trade-insurance which is best effected by hearty coöperation with the advertising pharmaceutical manufacturer. Several firms of recent years have vigorously entered the advertising field, pushing some excellent proprietary article. Foremost of these is the Denver Chemical Mfg. Co., who have kept Antiphlogistine forcefully and wisely before the medical profession. It is said that there exists no town or city in the United States where this meritorious article cannot be purchased. In consideration of the persistent and voluminous advertising done by this concern it would warrant every retail pharmacist to maintain a system of business inspection, noting carefully if he is obtaining his full share in the distribution of the sales of Antiphlogistine.

Hesitation to carry sufficient stock to meet all emergencies usually results in diverting trade from one's own counter to that of his competitor. The pharmacist should buy Antiphlogistine in the advertised quantity amounting to $24 in order to benefit by the discount. Recommendation of this proprietary to your medical friends assures one of the best methods of trade insurance—coöperation with the advertiser.

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES

AND VIALS

OFFICES:
New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

Now come the long evenings and early nightfall, with at least two hours before the shop closes when lights must be used.

Those merchants who have

"Quick Sales"
SHOW CASES

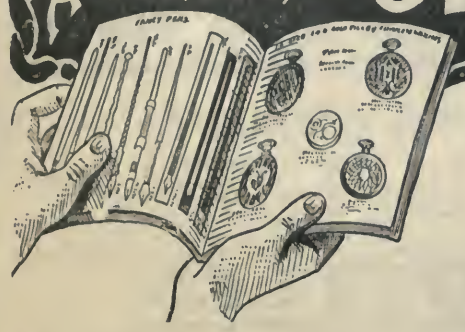
fitted with the Petz Illuminating Device, make many sales that are missed by less enterprising competitors.

"Lucky fellows," some call them, although it's not a matter of luck. Any merchant can have the same results who will write to us for plans and estimates for new show cases.

Why not write us to-day for complete information about "Quick Sales" Show Cases, the highest grade of cases made in America?

QUICK SALES ASSURED

DETROIT SHOW CASE CO.,
482-490 W. FORT ST.,
DETROIT, MICH.
Canadian Branch, Windsor, Ont.
JOHN PETZ, PRES. & SUPT.
HERBERT MALOTT, SEC'Y & TREAS.



A $500,000.00 STOCK FOR THE ASKING

WATCHES, DIAMONDS, JEWELRY, SILVERWARE,

OPTICAL GOODS, EBONY and LEATHER NOVELTIES, CUT GLASS, Etc, Etc.

All shown in our Complete Catalogue No. T 50; 272 beautifully illustrated pages. Druggists make quick sales and large profits—guaranteed goods at prices which local jewelers cannot meet.

Send for it to-day (it is free for the asking), and get ready for holiday business. A postal card will bring it by return mail.

R. CHESTER FROST & CO.,

183-185 Dearborn Street, - - - - - CHICAGO.

The Largest exclusive Mail Order Jeweiry House in the World. Established 1882.

Pretty Cousin: Your friend, Dr. Lancet, passed me down town to-day without even a bow.

He: Oh, well, you know he's awfully absent-minded. He's so completely devoted to his surgical practice.

Pretty Cousin: But that's no reason why he should cut me.

If you want to feel sure that you are getting an extract of beef that is really pure, that contains only the concentrated essence of fresh, lean beef, and that is excellently suited for pharmaceutical or soda fountain purposes, write to John Morrell & Co., Limited, of Ottumwa, Iowa, or to their nearest branch house, for prices. See also the advertisement of the company on advertising page 31 of this issue of the Bulletin.

Eight Great Secrets of Success.—A man with a mania for answering advertisements has had some interesting experiences. He learned that by sending $1 to a Yankee he could get a cure for drunkenness. And he did. It was to "take the pledge and keep it."

Then he sent fifty cents to find out how to raise turnips successfully. He found out: "Just take hold of the tops and lift."

Being young, he wished to marry, and sent thirty-four one-cent stamps to a Chicago firm for information as to how to make an impression. When the answer came it read, "Sit down on a pan of dough."

Next advertisement he answered read, "How to double your money in six months." He was told to convert his money into bills, fold them and thus double his money.

Next he sent for twelve useful household articles and got a package of needles.

He was slow to learn, so he sent $1 to find out "how to get rich." "Work hard and never spend a cent." That stopped him.

But his brother wrote to find out how to write without pen or ink. He was told to use a lead pencil.

He paid $1 to learn how to live without work, and was told on a postal card: "Fish for easy marks, as we do."—*London (Ky.) Echo.*

The line of tin boxes made by the American Stopper Co. is as complete as experience can make it. They have secured the contracts for some of the largest users of tin boxes in the world. Among them are The Sterling Remedy Co., Huyler's, The Cheseborough Mfg. Co., and The Sanatol Mfg. Co. If interested in this line write them for prices. They are the largest manufacturers outside of the trust.

Doctors and Destiny.—Doctah Johnsing: I flattah myself, Sistah Thompsing, dat I've had unprecedented fohtune in doctahing de sick dis yeah. I've treated ovah fifty people, an' ob de twenty-seben ob dat fifty wot died, not one ob 'em died from de complaint dat I was doctahing 'em foh.

Sistah Thompsing: Dey didn't? Dat's a good record, suah 'nough!

Doctah Johnsing: Yes; I could cuah de 'riginal complaint easy 'nough, but deir time had come, anyhow. If I'd doctah 'em foh solidification ob de osseous tissues, dey'd get ovah dat all right, but dey'd up an' die right off from cancer or persiflage. Science can't run up against fate!—*Puck.*

THE "MARVEL WHIRLING SPRAY"

Marks a New Era in Vaginal Syringes.

IT IS A MARVEL.

Our Trade Mark, ***"Marvel Whirling Spray,"*** has been sustained by decisions of the ***United States Circuit Court.***

Our patents and trade mark are insured and protected against infringement by the ***Patent Title and Guarantee Co. of New York.***

TAKE NOTICE.

All infringements will be prosecuted to the full extent of the law.

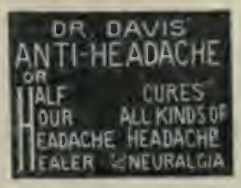
MARVEL CO.,

Times Building, Room K, New York.

DR. DAVIS'

ANTI-HEADACHE

THE PIONEER OF ALL HEADACHE REMEDIES.



Read the Special Advertising Offer below. A net profit of $6.75 on an investment of $5.25.

CUT THIS OUT

This coupon is good for one dozen 25-cent size DR. DAVIS' ANTI-HEADACHE, when signed and attached to an order for three dozen DR. DAVIS' ANTI-HEADACHE through your jobber.

Signed.....

Town.....

State.....

Date.....

"I WOULDN'T call the doctor a quack."

"Why wouldn't you?"

"It suggests a duck, and there are lots of birds with bigger bills than that."—*Cleveland Leader.*

IT is worth remembering that all kinds of plain, lacquered, and decorated seamless tin boxes and cans are made by the Buckeye Stamping Co., of Columbus, Ohio. It would not be a bad plan to drop a postal to this company for a catalogue and samples. You can't tell when you might need something of the sort, and need it badly.

A BACHELOR who lived near Paris managed to secure much amusement out of a "topsy-turvy room," which he had built in his house. A gentleman, who was one of a stag party that visited him from Saturday to Monday, says:

"When we woke up, about two o'clock, on Sunday morning after a jolly evening, one of our number, sound asleep on the couch in the billiard-room, was carried out like a log by a couple of servants. My host gave me a solemn wink, and told me that if a sudden summons came I was to rush from my bedroom, or else I might miss a sight worth seeing. I wanted nothing but sleep—and was relieved when the summons came to find that it was broad daylight. Yawning, I followed the valet, and found myself, with four others, silently peeping through little holes in a wall. The scene was absurd, ridiculous. A dazed man, slowly waking to full consciousness, was lying on a plastered floor, looking up in horror at a carpeted ceiling. Two heavy couches, an easy-chair, chairs and tables, securely fastened, stared down at him from above. The man's eyes at last rested on a flower-pot directly over his head, from which a flaring rose—apparently real—was blooming. He gave a cry, and, rolling over, grasped with frenzied hands the stem of the chandelier which came up through the floor. The host burst into the room with a loud laugh. 'They all do it,' he cried, 'they fear they will fall up to the ceiling.'"—*Argonaut.*

CASH REGISTERS are now universal necessities, but unfortunately they are somewhat expensive. Here is a chance, however, to secure one very advantageously. Full particulars will be found in the advertisement elsewhere in the present issue of the BULLETIN of the Century Cash Register Co., of Detroit, Mich. Consult the Index of Advertisers on advertising page 3.

ENVIRONMENT has a great influence over the minds of children in determining what sort of knowledge they assimilate. The Philadelphia *Telegraph* reports this incident, the scene of which was the public school in a district where all the residents are skilled in farming:

A flag-raising was held at the schoolhouse, and after the banner had been flung to the breeze there was an exhibition of the drawings which the pupils had made and the work they had done during the year. The teacher had recited to the class the story of the landing of the Pilgrims, and after she had finished she requested each pupil to try to draw from his or her imagination a picture of Plymouth Rock.

Most of them went to work at once, but one little fellow hesitated and at length raised his hand.

"Well, Willie, what is it?" asked the teacher.

"Please, ma'am, do you want us to draw a hen or a rooster?"—*Exchange.*

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

NOVEMBER.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

MR. AND MRS. HAYSEED AT THE CITY POINT HOTEL.—"Now, Maria, you hold the bowl up near, so as to catch it when it comes."

ALUMINUM SCOOPS are altogether the best things for handling chemicals. They are much preferable to the ordinary metal scoop, inasmuch as they do not rust or become otherwise unsightly or undesirable. A very fine line of cast aluminum scoops are made by the Wagner Manufacturing Co., of Sidney, Ohio. Write for a catalogue and mention the BULLETIN OF PHARMACY.

DOCTOR: Why, how is this, my dear sir? You sent me a note stating you had been attacked with mumps, and I find you suffering from rheumatism.

Patient: That's all right, doc. There wasn't a soul in the house that knew how to spell rheumatism.

THE "Improved Silent Salesman" case made by the Reid Manufacturing Co., of Detroit, Mich., is one of the prettiest things on the market! A cut of this beautiful case will be found in the advertisement of the company elsewhere in the present issue. Consult the Index of Advertisers on advertising page 3.

LOOK AFTER THE HEALTH.—"I am sorry to see you neglecting your business this way, Smith. They say you don't spend half an hour a week at your office."

"Well, a fellow must look after his health, you know."

"Yes, but you don't look ill. What is the matter with you?"

"My wife takes the *Family Health Journal,* and she makes out that I have a tendency to softening of the brain, with complicated symptoms of Bright's disease, liver complaint, dyspepsia, palpitation of the heart, inflammation of the lungs, cremation of the spleen, indignation of the esophagus, hypertrophy of the palate, and besides that, I am not at all well. She insists that I must observe all the rules in the *Journal,* and, you see, I've no time for anything else."—*Ex.*

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, ana results.* It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

DR. A.: "Now, Miss Ethel, remember you promised to answer truthfully any question I might ask you."

Ethel: "Yes."

Dr. A.: "How many birthdays have you had?"

Ethel: "One."

SINGLETON: Dr. Pellet is certainly the most absent-minded man ever I saw.

Wederly: Is that so?

Singleton: Yes; he was married last week, and during the ceremony when he should have placed the ring on the bride's finger he actually felt her pulse and asked her to put out her tongue.—*Chicago News.*

SOME MORE LUCKY ONES.—Mr. W. B. Berry, the New England representative of the American Soda Fountain Company, reports two more happy dispensers in his territory. East End Drug Store, Portland, Me., have just added a fine hot soda apparatus to their equipment, and Messrs. Charles A. Fowler & Co., one of the leading drug firms in the State, have bought the Sirocco Hot Soda Apparatus. Mr. Berry reports everything booming in his territory. The hot soda business is growing to such an extent that dispensers with good locations who do not run a hot soda fountain are in the minority. Still the good work goes on.

HOW THEY BUY THEIR HATS.—That there are radical differences between men and women is exemplified in no more striking manner than in the way in which they buy their headwear. When a woman wants to buy a new hat she enters a shop and makes for the hat department. Arriving there, she selects a hat—any hat will do—puts it on her head and looks in the mirror. The saleswoman merely pushes her belt down an inch and strolls leisurely toward the other woman. The first woman doesn't like the first hat, nor the second, nor the third, nor the forty-third. She flings each down until there is a goodly pile about her. At this stage the stately saleswoman saunters up and asks in a non-committal tone:

"Did you want a hat?"

The first woman tries on three more and then says carelessly: "I was just looking these over. Have you anything in the way of a perique straw with ingrowing flounces?" Then she readjusts her own hat, looks at herself complacently and moves along. The saleswoman knows she asks for an impossible style just to get away.

The woman trips to the next shop and another, buys a pair of shoestrings, and goes home.

This is on Monday. On Tuesday she starts in again, visiting other shops. About Saturday she sails into the highest-price shop, begins the usual piling up process, and then, with a whoop of delight, finally seizes on the last hat on the wire heads and cries as she hugs it: "Oh! What a love of a hat! That's exactly what she wore!"

She then makes overtures to the saleswoman, and they begin negotiations for the possession of the deed that will make over this hat—this and none other—to the purchaser. Minor points have to do with retrimming, shaping, etc., and finally the hat is hers. She has purchased it.

And here is the man's way: The man steps timidly into the first hat store he sees. A grim-looking salesman rushes him down the aisle, takes off his old derby, whips a straw out of a box, crushes it on the man's head, takes $3, puts the wrapped derby under the man's arm and escorts him to the street. When the man gets home he finds he's purchased a white straw hat, whereas he intended asking for one of those new speckled black and white fellows.—*Chicago Chronicle.*

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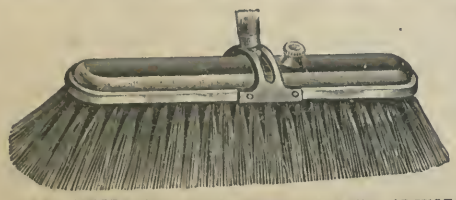

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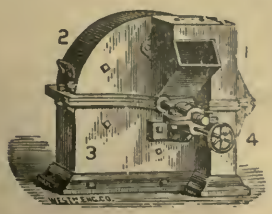

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THE LATE WILLIAM M. WARREN.

(See editorial on the opposite page and biography on page 492.)

BULLETIN OF PHARMACY

VOL. XVII. DETROIT, MICH., DECEMBER, 1903. No. 12.

WILLIAM M. WARREN.

It is the sad duty of the editors of the BULLETIN to record the death of the publisher of this journal last month in the very prime of manhood. Elsewhere in this issue we have told the story of his life, recounted the many achievements of his career, and paid a humble tribute to the noble qualities of his mind and character. Here we need only express our deep sorrow over the loss of a friend and a leader for whom we had a deep affection and an unbounded admiration. His loss we keenly feel; and we can dedicate ourselves to no nobler or more inspiring task than to be true to his ideals of usefulness and his aspirations for advancement.

Perhaps a word may properly be said of the freedom which we as editors have always enjoyed. Honest to the very core, Mr. Warren never bade principle be subordinated to financial success. Broad in his views, he never surrounded his editors with petty limitations. Be true to your readers; dedicate yourselves to their welfare; make the very best journal you can construct—this was his constant admonition—this was the fundamental law with which we were expected to comply at all hazards. No publisher ever gave his editors greater freedom—none ever proved a greater tower of strength and sympathy.

WHENCE CAME THE U. S. P.?

The work of the Revision Committee of the United States Pharmacopœia is now nearing completion; the finished volume will doubtless be ready by spring; and in view of the anticipated appearance of a new edition it may not be uninteresting to glance back briefly at the origin of our national book of standards. The history of the book was interestingly told in the address prepared by Dr. Hoffmann for last September's Jubilee meeting of the American Pharmaceutical Association—an address which has several times been referred to in these columns during recent months.

Medicine grew into its own in America earlier than pharmacy did. In 1765 the first medical school was opened—fifty-six years before the establishment of the first pharmaceutical school; and by the first decade of the ninetenth century medicine had become truly professional in nature, and its followers had grown to be men of good education and training. In 1805 the Massachusetts Medical Society, tired of the confusion of British, French, and German books used indiscriminately as authorities, determined to replace these unsuitable guides by an American Pharmacopœia. A draft for such a work was accordingly drawn by two eminent practitioners of medicine in Boston, Drs. Jackson and Warren, and the book was published two years later, in 1808, under the title of "The Pharmacopœia of the Massachusetts Medical Society." In 1815 the "Society of the New York Hospital" followed with a pharmacopœia prepared by Drs. Mitchill and Seaman and issued under the name of "Pharmacopœia Nosocomii Neo Eboratensis."

Neither of these two initial pharmacopœias attained anything more than a local use, however, and so, in 1816, Dr. Lyman Spalding, of Cornish, N. H., then in New York, conceived the plan of having a national pharmacopœia compiled under the auspices of the incorporated medical societies and colleges of the United States. He suggested that a convention of delegates from the medical societies and colleges be held in every one of the four great geographical divisions of the country, and that each prepare a book for submission in turn to a national convention to be held in Washington, D. C. The plan was generally adopted, and although but two of the district conventions were held—those of the New England and Middle States—the national meeting was duly held in Washington during January, 1820, under the presidency of Dr. Mitchill, one of the authors of the New York Pharmacopœia. The two drafts submitted by the district conventions

were revised, compared, and consolidated into one work, under the editorial supervision of Dr. Spalding, who thus not only deserves the credit for conceiving the idea of a national pharmacopœia, but for carrying that idea into successful execution.

The work was issued in Boston December 15, 1820, under the title which it yet bears—"The Pharmacopœia of the United States of America." Thus was published the first American pharmacopœia, and thus was proclaimed the medical independence of the country, just as its political independence had been declared on a certain Fourth of July a generation or so previously.

DISPENSING BY PHYSICIANS: A DISMAL PICTURE.

A remarkable canvas has just been completed by an English contemporary, the *British and Colonial Druggist* of London. Desiring to have exact statistical knowledge of the extent to which physicians do their own dispensing, it sent a postal-card request for information to every town, city, or district in Great Britain; and a condition of things has thus been disclosed which it is wholly justified in considering "shameful."

That British physicians dispensed their own medicines more generally than their American cousins has often been pointed out in the BULLETIN; but we are nevertheless surprised beyond measure to find that "in the vast majority of places in the United Kingdom dispensing in pharmacies is practically non-existent." A picture more dismal than this could hardly be conceived. It is evident that the physicians of Great Britain have simply turned the wheels of progress backward, and have returned to the age when pharmacy and medicine was a dual profession, practiced by the same men. The fact is ignored that in the development of knowledge and the evolution of occupation a class of trained men known as pharmacists have sprung forth from the parent profession of medicine as it was practiced in the middle ages. History is trodden under foot. Science is disregarded. Progress is rejected.

Whether this wholly unnatural condition of things shall continue—whether, indeed, it *can* continue indefinitely—is a question often propounded in Great Britain. The better element in medicine realize thoroughly that the physician is not a trained pharmacist; that he is incapable of performing the duties of a pharmacist with skill and safety; and that he should relinquish a practice which is at once dangerous and unethical. Joining hands with the Pharmaceutical Society, the General Medical Council has done much to suppress the employment of unqualified dispensers in physicians' offices. Much more remains to be done, however, and the hope of the pharmacists seems to rest in the possibility of enlisting the support of the House of Commons and securing the passage of a law correcting the situation. Unfortunately the law can only prevent the employment by physicians of unregistered dispensers: the main evil, that of the dispensing by the physician himself, it cannot well affect.

Naturally enough, the almost universal practice of dispensing among physicians has led pharmacists to repay in kind by counter prescribing, until the situation is really a war to the death between two classes of men who should work together with the greatest of harmony. It needs no prophet's eye to see that the situation will never be entirely relieved until mutual sympathy and coöperation have taken the place of strife and warfare. A Parliamentary law would avail something, but a spirit of *rapprochement* would do far more—in saying which we are perfectly well aware that it is far easier to suggest a remedy than to provide it.

A UNIQUE ARRANGEMENT BETWEEN PHARMACISTS AND PHYSICIANS.

In the preceding editorial a rather dark picture is shown of the extent to which the physicians of Great Britain do their own dispensing. Let us now present a sharp contrast by describing the harmonious relations which exist between the physicians and pharmacists of the town of Greenock, in Renfrew, Scotland. Greenock boasts of thirty doctors, and only three of these stoop to any dispensing whatsoever. All the others pursue the following arrangement with the pharmacists—an arrangement that will strike American druggists as being unique and interesting in the extreme:

The pharmacist is practically the business agent of the physician. He hangs the physician's "shingle" in his shop window; he receives the orders for calls; he keeps the doctor's books and makes his collections. As a rule each pharmacist acts for several physicians. When a patient desires treatment he sends a request for a certain physician to the pharmacist, and the pharmacist then enters the order in that particular physician's book. When the doctor gets around an hour or two later, in accordance with his regular schedule, he sees what calls have been left for him and immediately proceeds to make the visits. The prescriptions are written on the pharmacist's

blanks, and are almost invariably presented at his shop by the patient, although patients are free to go where they please to have their dispensing done.

Altogether the system is a great convenience to doctor and patient, and a large source of business for the pharmacist. The doctor is enabled to live in the suburbs, and to systematize his work to an extent which would otherwise be impossible. He is connected with his pharmacist by telephone so that he may be summoned immediately in the case of an emergency. The plan has always operated perfectly, and it goes quite without saying that there is the closest of harmony between the physicians and "chemists" of Greenock.

A GRAVE SOURCE OF DANGER.

A new note was struck in a paper read at this year's meeting of the Pennsylvania Pharmaceutical Association by Theodore Campbell, of Philadelphia. Mr. Campbell sounded an alarm against the carelessness too often exhibited by druggists in handling bottles, atomizers, ointment jars and the like which have been used for patients ill of such contagious diseases as scarlet fever or diphtheria. It is a common practice for the druggist to charge five cents for a container, and then give credit for this amount when the contanier is returned, or omit the charge when it is refilled. This naturally puts a premium on the return of bottles to the store; and under certain conditions the custom involves grave danger.

Mr. Campbell declared that pharmacists should positively refuse to take back, to refill, or to handle in any manner a container which has been used in a quarantined house, or for a patient ill of a disease which is susceptible of transmission—a disease, we may add, like diphtheria, smallpox, scarlet fever, typhoid fever, whooping-cough, or measles. Physicians and surgeons themselves are unfortunately careless in the matter. "They divest themselves of their ordinary garments, wrap protectors around their beards, and hardly dare breathe over a field of operation; and yet few, very few, realize the importance of clean containers for the ordinary medicines of the sick-room. If careful investigations were to be made, no doubt many of the outbreaks of contagious diseases which are difficult of explanation could be directly traced to the use of rubber goods, atomizers, ointment pots and medicine bottles which had escaped destruction during a previous attack of the same disease."

In the discussion which followed the reading of the paper Dr. Ziegler spoke of another dangerous practice sometimes indulged in: Physicians get half a dozen instruments from the pharmacist with the understanding that they are to return such of them as they do not find it necessary to use. "You all know the liability of conveying disease in that way," said Dr. Ziegler. "Where the druggist sets himself firmly against such practices they must cease." W. L. Cliffe related an incident of an errand boy who had contracted scarlet fever from simply carrying bottles back and forth from a patient to the drug store.

It will be abundantly manifest to every druggist that here is a grave source of danger about which very little if anything has been written in the drug journals, and with respect to which altogether too little care or thought is exercised. Merely to suggest the possibilities of the situation will be enough to put one on his guard. A realization of its importance will at once be borne in upon every reader.

PHARMACISTS AS REVISERS OF THE U. S. P.

In another column we have described the origin of the U. S. P. Here it may not be uninteresting to mention briefly the share pharmacists have had in the various revisions of the book. At the convention of 1850, called to consider the fourth edition and the third revision of the work, delegates from the colleges of pharmacy of Philadelphia and New York were for the first time invited and admitted. The revision committee of that year consisted of seven physicians and two pharmacists. In 1860, at the next revision, the committee consisted of five physicians and four pharmacists; in 1870 of ten physicians and five pharmacists; in 1880 of twelve physicians and thirteen pharmacists; in 1890 of fourteen physicians and twelve pharmacists; and the present committee, comprising twenty-five members, contains but six practitioners of medicine (Doctors Hare, Abel, Marshall, Davis, Wilcox and Haines), although three other members have both medical and pharmaceutical degrees. Thus it will be seen that pharmacists have been given a greater and greater share in the work of revision until now they have more representatives on the committee than do physicians. It may be doubted, though, whether it would not be better for many reasons to have the two professions about equally represented. For one thing, the physicians of the country would feel a greater interest in the book if they thought they had an equal share in its production; and that it is very desirable that their interest in it be as deep as possible will not be gainsaid.

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THE MONTH.

THE PROPRIETORS BEGIN OPERATIONS.

The retail trade of the country was very much interested last month in a meeting of the proprietors held in New York City to carry out the promises made at the Washington convention of the N. A. R. D. It will be recalled that at the convention the proprietors positively refused to adopt the direct-contract and serial-numbering plan, but expressed an earnest determination to put their shoulders to the wheel and make the tripartite plan a real success. By implication at least, if not by direct statement, they admitted then, and have admitted since, that the failure of the tripartite plan was largely due to their own indifference: this attitude they now propose to supplant by cordial and active coöperation. Just what shape this coöperation shall take was the subject of discussion at the special meeting of the Proprietary Association in New York last month. Four days, including one Sunday, were given up to deliberation; the jobbers were called in; Messrs. Gallagher and Rehfuss of the N. A. R. D. were present; and the question was pretty thoroughly discussed. The N. A. R. D. representatives afterwards expressed themselves as entirely satisfied with the results of the meeting, and declared that the proprietors were at last thoroughly in earnest. Unless all signs fail, the situation is finally in a fair way to be improved.

THEIR PLANS.

When we pass on to consider the details of the arrangement decided upon by the proprietors, however, we approach a region abounding in mystery. The plan of action is apparently divulged with great frankness in the reports of the meeting, but when one begins to analyze these reports he finds several cogs missing. But this need not arouse suspicions of insincerity. The proprietors must be given time to perfect their plans. Twelve large proprietary firms will start the ball rolling. Each will contribute $100.00 a month to the cause. Each will have a particular section of the country under his immediate supervision. A bureau of information will be established in some central city and provided with a capable chief. The organization of the N. A. R. D. will be utilized, and the N. A. R. D. will be depended upon in general for police work. A minimum scale will be established in each city, and the large retailers will be permitted to fix the prices for the reason that they handle the most business, and for the additional reason that their strength is such that they must be mollified and not opposed. In accordance with the regular tripartite principle, retailers who violate the schedule will be cut off the list of reputable dealers—and the twelve proprietors assert with determination that they will be cut off in reality and not merely in name.

* * *

WHAT PROPRIETORS ARE INVOLVED.

There is every evidence that the proprietors are thoroughly in earnest in the present attempt to correct the cut-price situation, and if they succeed it goes quite without saying that a new era of prosperity will be reached in the drug trade of America. As has already been pointed out, only twelve proprietors have so far entered the arrangement. These are all large ones, however, and the prediction is confidently made that the number will reach twenty within a few months. The "twelve good men and true" are as follows: The Peruna Drug Manufacturing Co., the Horlick's Food Co., the Chamberlain Medicine Co., the Piso Co., the California Fig Syrup Co., the J. C. Ayer Co., the Paris Medicine Co., the Dr. Shoop Family Medicine Co., the Allcock Manufacturing Co., the Pinkham Medicine Co., the World's Dispensary Medical Association, and the Chattanooga Medicine Co. Dr. D. Jayne & Son are reported as being conditional members of the agreement, while the Smith, Kline & French Co., although primarily jobbers, have promised to sup-

port the plan by financial contributions—which really means that the plan starts out with fourteen supporters in all.

* * *

MR. PRITCHARD AND COMMISSIONER ALLEN.

As was to be expected, the letter of Patent-Commissioner Allen on the patent-law situation as it applies to foreign synthetics has aroused much criticism in the drug trade. Several answers of an unofficial nature have been made, notably by President Pritchard and Mr. Bodemann. Mr. Allen defends the country's patent-law policy on the ground that it has always "greatly aided in the development of the industrial arts." Mr. Pritchard replies that, so far at least as medicines are concerned, "it gives rise to numerous hurtful monopolies upon articles used solely in the healing art." And he continues:

"Trusts in mechanical and commercial commodities have been bitterly assailed by the Roosevelt administration as hurtful to the best interests of the country, and yet they merely affect the bank account of a limited number of citizens, whereas trusts in medicines are freely permitted, and, as in the report under consideration, encouraged and applauded, and their promoters heralded as benefactors of mankind by those whose duty it should be to protect us from their rapacity and avarice, whilst their dire effects are upon many millions of those least able to bear them. If our government officials would enter upon a campaign against such trusts they would undoubtedly meet with more sympathy and applause than in the work they are doing."

To the Commisioner's declaration that an international treaty absolutely prohibits us from withholding any privileges to foreigners which we grant by law to our own citizens, Mr. Pritchard expresses the opinion that "our international obligations surely do not mean that our citizens shall forever continue to be 'held up' by foreigners."

* * *

MR. BODEMANN AND THE COMMISSIONER.

Mr. Bodemann's reply to Patent-Commissioner Allen is characteristically pungent. He has no sympathy with the Commissioner's declaration that it has always been the American principle "to promote the progress of science and the useful arts by giving inventors the *exclusive* right to their discoveries for a limited time," nor with his statement that we cannot now at this late day abandon a policy which has proved so beneficial in order to undertake a new departure so radically different and so opposed by a century of experience. " 'New departures' are nothing new," declares Mr. Bodemann.

"It was necessary to take a 'new departure' in abolishing slavery and devising laws to fit free labor conditions. It was necessary to take a 'new departure' in acquiring the Philippines; this one was labeled 'Destiny.' The fact is, Congress takes new departures whenever it is convinced that it is the proper thing to do. The Declaration of Independence was the greatest 'new departure' we, as Americans, ever took. We were headed right then and propose to keep up the fight."

And Mr. Bodemann goes on to say:

"When Congress gets at this question something is going to happen. Our statesmen will not stand for any of this 'made-in-Germany,' 64-prices-for-Americans nonsense. When the four great drug trade organizations of the country go before Congress and the Commissioner of Patents this winter and present their case in full, both the Patent Committee of Congress and the Commissioner will see the matter right."

* * *

MR. BODEMANN'S HEROIC ANTI-COCAINE WORK.

The path of the reformer is never strewn with roses. The way of the transgressor is traditionally hard, but so likewise is the way of the man who brings the transgressor to justice. This bitter truth is being learned by the Illinois Board of Pharmacy in its efforts to enforce vigorously the cocaine law enacted by the last legislature. The brunt of the work has apparently fallen on Mr. Bodemann as president of the board. Readers of the BULLETIN are familiar with the effort made a month or two ago by one of Mr. Bodemann's victims to have him convicted of an attempt to secure "hush" money, and they will remember that Mr. Bodemann was acquitted of the charge in court. Later on the case was carried to the governor by druggists who had been prosecuted under the act, and his excellency was asked to dismiss Bodemann. This attempt failed likewise. Now an effort is being made to have Mr. Bodemann and the special agent of the board, W. H. Sage, held to the Criminal Court for alleged violation of the statute. Meanwhile it is of interest to know that the man who has figured in most of these efforts to blacken Mr. Bodemann's reputation pleaded guilty last month to receiving goods stolen from Lord, Owen & Co.! Resolutions expressing faith in Mr. Bodemann's integrity, and encouraging him to continue the good work, were passed by the N. A. R. D. at the Washington convention, and more recently others have been adopted by the Chicago Retail Druggists' Association.

* * *

THE HISTORICAL COMMITTEE.

One of the most interesting and important features of the last meeting of the American Pharmaceutical Association, held on Mackinac Island, was the evening session devoted to the newly-founded Historical Committee. It is now learned that the

committee has systematically undertaken the collection of the correspondence of such past leaders of the profession as Proctor, Squibb, Maisch, Rice, and others. Persons who are in possession of letters from these or other representative men, and who are willing to have them deposited in the archives of the A. Ph. A., are requested to send them to the committee in order that they may be properly mounted, classified, and bound. The committee has secured paper and covers of standard size, in order that the volumes of correspondence will ultimately constitute a uniform library. It is to be hoped that returns enough will be forthcoming during the present year so that a creditable showing can be made by the committee at the Kansas City convention of 1904. Letters may be sent to one of the following persons or to the Chairman, Dr. Edward Kremers, Madison, Wisconsin: Proctor letters to A. E. Ebert, 426 State Street, Chicago, Ill.; Maisch letters to M. I. Wilbert, 2811 Diamond Street, Philadelphia; and Rice letters to Miss Adelaide Rudolph, Case Library, Caxton Building, Cleveland, Ohio.

* * *

NO SUCH CIGAR-BOX LAW AT ALL!

Editors sometimes fall to wondering whether subscribers read their journals carefully. An incident of the past month has convinced the editors of the BULLETIN that the pages of this journal are carefully perused. We were unfortunate enough to say something last month which, quoting Josh Billings, "wasn't so," and letters correcting the mistake have poured in from every section of the country. Basing our information upon a newspaper clipping sent in by a reader, we stated that a new federal law had been enacted by the last Congress relating to the sale of cigars, and providing, among other things, that empty cigar boxes cannot be given away, sold, or used for any purpose whatsoever. This was a mistake. No such law has been enacted, and the only thing for us to do is to admit that we were misinformed.

* * *

THE WALL MEMORIAL EXERCISES.

Memorial exercises are usually held in honor of the dead, and very rarely as a tribute to the living. But how delightful it is when the work of a man is publicly appreciated while he is still among us and can be gladdened in heart and encouraged to continue his efforts! The memorial exercises commemorating Professor Wall's thirty years of service in the St. Louis College of Pharmacy were held last month in accordance with the original plan. The evening was unique and interesting in the extreme. A Wall medallion was presented to the College and another was given the Professor's son as a representative of the Wall family. The presentation remarks were made by Messrs. Gietner and Hemm, and the remarks of acceptance by Theodore F. Hagenow and Dr. Otto A. Wall, Jr. Words of appreciation were also uttered by Dr. H. M. Whelpley; E. H. Voepel, President of the Alumni Association, and several other speakers representing the many classes of students who had sat at the feet of Professor Wall. Finally, Hamlet was not played without the prince, and of course the Professor himself expressed his gratefulness in a speech of deep feeling.

* * *

ANOTHER PURE-DRUG CRUSADE?

Another phenacetine crusade threatens to break out, this time in Boston. An inspector of the State Board of Health has examined 250 specimens of the drug secured from as many pharmacies, and has found 60 of them to be sophisticated. Two of the cases have been brought into court. The defendants stated that they purchased the phenacetine in good faith and did not tamper with it themselves, but a fine of $100 was nevertheless imposed. Other cases are likely to follow; and meanwhile the board is extending its investigation and examining specimens of tincture of iodine, distilled water, glycerin, oil of lemon, powdered opium, and the like. The board recently secured a conviction against Harry A. Tobey, of Nantucket, for the sale of tincture of iodine below the legal requirements.

* * *

WHO IS RIGHT?

An exciting controversy has arisen in Greater New York between a number of prominent druggists and a Chicago concern known as the George Leininger Chemical Co. It seems that this company manufactures a preparation called solidified formaldehyde, and that an agent succeeded in selling it to a number of druggists on the representation that each druggist would be given a territory comprising fifteen blocks, and that the preparation would be extensively advertised. Moreover, actual orders from physicians were turned over by the agent. Failing to pay for the goods in accordance with their contracts, the druggists have been moved against by the company, and the defendants now assert that the physicians' orders which had been turned over to

them were fraudulent, that they were not given the sole agency of fifteen city blocks as they had been promised, and that the demand for the product had not been worked up by advertising as the agent declared it would be. In short, a charge of false representation is made by the druggists, and this is denied by the company. Two of the suits brought against druggists in Paterson, N. J., resulted in favor of the defendants.

* * *

"DEPARTMENT STORE PHARMACY."

Under the caption used as the title for this paragraph the *Boston Medical and Surgical Journal* relates an incident which is full of interest and suggestion. The Massachusetts Board of Health, following out its usual custom of investigating the quality of drugs sold in the State, found that a specimen of beeswax purchased in a department store was largely adulterated. A notice was thereupon sent to the proprietor informing him that his *cera flava* was not what it should be, and ere many days the board received a communication stating that

"We are in receipt of enclosed notice, dated July —, and are unable to learn what you refer to. We are informed that 'cera flava' is the Latin for prepared meal. We have so many kinds that we cannot (if this is what you refer to) discover which one. If you will kindly make it plain to us, we will make further investigation."

It seems scarcely necessary to indulge in any lengthy comment on this rather unique epistle. We may venture to ask, however, Is this a fair illustration of department-store pharmacy?

* * *

MUST PAY FOR IT!

If we mistake not, the use of the Pharmacopœial text has in the past been granted to publishers of the dispensatories and other books without expense. The present board of trustees, however, is evidently of the opinion that the Pharmacopœia constitutes too valuable property to be distributed gratuitously. It has arranged a schedule of rates covering the use of the text of the forthcoming revision, and publishers who want to "borrow" liberally from the Pharmacopœia hereafter may do so "if they have the price!"

* * *

DR. TUTHILL REWARDED.

A very pretty tribute was paid last month to Dr. Frederic P. Tuthill, the new Professor of Chemistry and Toxicology in the Brooklyn College of Pharmacy. He was presented with a handsome gold watch, chain, and locket by the members of the Kings County Pharmaceutical Society. The gift was a mark of appreciation of Dr. Tuthill's long and useful service as secretary of the society, and of his instrumentality in increasing the membership over 100 per cent. It will be recalled that Dr. Tuthill resigned the secretaryship two or three months ago in order to accept a place on the faculty of the college.

* * *

THE NAVY "PHARMACISTS."

Three or four years ago, as everybody knows, the hearts of the men working for an improvement in the status of government pharmacists were gladdened by the passage of a bill giving twenty-five apothecaries in the naval service the rank of warrant officers, and increasing their pay to a minimum of $1200 a year, and a maximum of something like $2000. There is now further cause for rejoicing in the fact that Surgeon-General Rixey of the Navy has asked for an increase of twenty-five additional "pharmacists" with the same rank and pay. If the recommendation carries, the number of men in the first grade will be just doubled. Dr. Payne is naturally overjoyed at the prospect.

* * *

A SOCIETY OF WOMEN PHARMACISTS.

The "Society of Women Pharmacists and Chemists of Pennsylvania" was organized last month in Philadelphia. It is desired ultimately to enroll every woman pharmacist in the State. The president is Susannah G. Haydock, who conducts a successful pharmacy at 22d and Locust Streets. The secretary, Mabelle Haydock, has a large pathological and chemical laboratory at 2516 North 32d Street, and employs two assistants. Both the president and secretary are prominent graduates of the Philadelphia College of Pharmacy. The association has an honorary president, Susan Hayhurst, M.D., Ph.G., who is also a graduate of the P. C. P., and who was the first woman pharmacist in the United States.

* * *

Dr. W. C. Anderson, the well-known pharmacist of Brooklyn, has recovered from the operation for appendicitis performed some weeks ago, and will doubtless be entirely well by the time this issue of the BULLETIN reaches its readers.

* * *

J. B. Nagelvoort, for many years one of the analytical chemists in the employ of Parke, Davis & Co., has accepted the position of chemist for the Missouri Botanical Garden.

WILLIAM M. WARREN.[1]

His Untimely Death Last Month from Cerebrospinal Meningitis—The Inspiring Story of His Life and Success—The Beautiful Tribute Paid to His Memory by Business Associates.

By HARRY B. MASON.

In the untimely death last month of William M. Warren the BULLETIN OF PHARMACY loses its publisher, the house of Parke, Davis & Co. its general manager, and the drug trade of the country one of its few real leaders of industry. The loss to all three is very great and will be keenly felt. Starting in life with the capital only of a willing pair of hands, he had at the comparatively early age of 39 achieved a commanding position, and was rapidly going forward to new and brilliant triumphs when he was ruthlessly swept away in the very prime of manhood.

HIS SICKNESS AND DEATH.

Three months before his death Mr. Warren was stricken down with a low and baffling fever which persisted for several weeks. Recovering somewhat, he went to Hot Springs in Virginia and to Atlantic City to recuperate, and so far improved that he started back for Detroit late in October. While *en route* on the sleeper he was visited with an attack of acute indigestion, sudden and painful in character, and from then on he grew steadily worse. A specialist was brought to Detroit from the East; an operation was performed by Dr. E. R. Brackett, the well-known orthopedist; but nothing availed, and death finally occurred on November 11 from acute spinal disease.

The story of Mr. Warren's life is the story which has been written over and over again in this Democratic country, where strong men—men of brains and character—have taken their destiny in their own hands and carved their fortune out of the hard rock of opportunity. It is a story which discloses the secret of American success, and which never fails to fire the ambition and imagination of the American people.

THE STORY OF HIS LIFE.

Unless memory fails, it was Oliver Wendell Holmes who once remarked that the education of a man begins a hundred years before his birth; and in the light of this epigrammatic and profound truth it is important to know that Mr. Warren's training was begun at an even earlier period. William de Warrenne was one of the leading figures in the Norman Conquest of England. "He came over with William the Conqueror, distinguished himself in the famous battle of Hastings, and obtained a large portion of the public spoliation."* Centuries later a branch of the Warren family were among the English who colonized Ulster in the north of Ireland; and it is from this hardy, thrifty, industrious, prosperous, God-fearing people that Mr. Warren is descended. His father, born on Irish soil, of Scotch-English parents, and inheriting the strength and the virtue of Irish Presbyterianism, came to America in early life, achieved business success and social position in the South, entered the Confederate service at the outbreak of the civil war, became a major of cavalry under the brilliant and dashing Forrest, and then, after the war was over, and his prospects had suffered the universal ruin, moved to Elizabeth, N. J., and began life all over again.

William M. Warren was born during the third year of the war at Smith's Station in Alabama—too late to realize anything of the change in fortune which his parents had undergone. Was it cruel, or was it beneficent, that he was robbed of the wealth and position to which he was rightful heir? Who shall say? There are those of us, however, who believe firmly that power is born of difficulty; that character is strengthened by exercise just as the blacksmith's arm is developed by constant use; that the necessity of overcoming obstacles breeds a capacity to overcome them, and an eagerness to undertake the task; and that to coddle a man, and put advantages in his hands ready made, is to kill him with kindness. Feed the stomach with predigested food and you ruin the digestive organs. Do no chewing with the teeth and they rapidly decay. Supply a man with wealth and position, make it unnecessary for him to exert himself, and whatever of latent power the man may have, it withers away and dies. Rich men's sons present an appearance which arouses pity more generally than any harsher feeling. Quoting Dr. Holmes again, it is usually but three generations from shirt-sleeves to shirt-sleeves.

*"History of the Warren Family," by Rev. Thomas Warren, F.R.S.A., Ireland. 1902.

[1]See frontispiece portrait of Mr. Warren.

THE MESSENGER BOY.

Mr. Warren found it necessary to begin the battle of life unassisted at the early age of 16, after he had completed his grammar school education. As if the calamities of war were not enough, his father had suffered the added misfortune of almost complete blindness, and it was needful that the young man should assist in the family support. He secured a position as office boy in the New York branch of Parke, Davis & Co. He ran errands, carried the mail, and made himself useful generally. But he did these things so well that it was not profitable to keep him at them. Bright, quick, thorough, seizing upon every opportunity, determined to be something more than a general factotum, looking for tasks instead of waiting for them to approach him, he was rapidly given one position after another, and before he was 20 was made purchasing agent. Ambitious for an opportunity to show what he could do, he gained a coveted permission to go about New York and see what he could "scare up" in the way of orders; and here we reach

THE TURNING POINT IN HIS CAREER.

Confident of himself, he went straight to the office of a big man in the drug trade whose business he thought might be secured, but whom no one in the house had thought of approaching. The man was busy. He went again. The man was still busy. He made a third call. This time he was received, but not with open arms. The young man presented his case. The old man listened. The interview ended. Young Warren went back to the office with the feeling that he had not been wholly successful. Still, the victim had shown signs of yielding, and Warren told the manager that the task might be completed if he were to call himself. It so happened that George S. Davis, the General Manager from Detroit, was in New York a few days later, and he and Manager Clay together approached the magnate. They were received coldly and told that "If I decide to close this deal I shall do so with the young man who called on me the other day!"

This was pretty harsh treatment for the General Manager himself, but it opened his eyes to the fact that there was

A YOUNG MAN WITH A FUTURE

in the New York office who would some day stand the house in good stead. Great business establishments are constantly on the lookout for men to fill their five thousand dollar positions. Applicants for the eight hundred desks swarm around the doors like storms of locusts or grasshoppers, but the men who shall be leaders and not followers—the men who have initiative and grasp—have to be hunted for. And so young Warren was brought to Detroit at the age of 22 and straightway made familiar with every feature of the business. He put on overalls and spent two or three months in each one of the manufacturing departments; he was given experience in the offices; he was sent out on the road as a traveling salesman and told to gain familiarity with the retail and the jobbing trade of the country.

This training paid. It yielded surprising results. In 1888, two years after coming to Detroit, and when he had reached the age of 24, Mr. Warren became superintendent of the laboratories. In 1889 he was given the important position of chief of the sales department, with a small army of traveling representatives under his control. In 1892 he was made assistant to the General Manager. In 1896 Mr. Davis retired and Mr. Warren became General Manager himself. He was but 32 years old, and he had gained the highest position in the gift of the house, and perhaps in the gift also of the American drug trade—gained it by sheer force of brains and character and industry—by supreme fitness.

GENERAL MANAGER OF A GREAT HOUSE.

Reaching this high field of responsibility and opportunity, Mr. Warren at once displayed the qualities of real leadership. Gifted with vision, endowed with unconquerable determination, hungering after the success and achievement of his house, he began a process of expansion and development which knew no limitations. Branch Houses were established in Japan, in Russia, in Australia, in Montreal. Others were planted in large American cities not previously covered. The traveling force was doubled. The manufacturing plant was trebled. The business transacted was quadrupled. The number of employees increased from 900 to over 2500. New products were added to the list by scores. Buildings sprang up as if by magic. In 1901 the capital stock was increased from a million and six hundred thousand to four millions. With far-sighted vision Science was fostered and a $200,000 building was dedicated as her shrine. A corps of specialists was brought together which has no equal in this country. Research investigations of great importance to scientific medicine and pharmacy were inaugurated. New chemical and biological products were one by one wrested from Nature and placed at the disposal of suffering mankind.

PUBLISHER OF FOUR SUCCESSFUL JOURNALS.

In his more immediate personal interests—his interests as publisher of a successful pharmaceutical journal and three successful medical journals—Mr. Warren exhibited the same qualities. Grow, grow, grow—this was his constant admonition to editors, business manager, and solicitors. Stagnation is fatal. Push ahead. Under his stimulus the BULLETIN OF PHARMACY has finally attained a paid circulation of over 14,000 copies—probably the largest of any drug journal in the country. The *Therapeutic Gazette,* having a larger field of activity, doctors being much more numerous than druggists, has reached a paid circulation of 18,500; while the same success has been registered by *Medicine* and the *Medical Age.*

HIS RARE PERSONAL QUALITIES.

Men possessed of this insatiable ambition usually crack the whip around the heads of their unfortunate subordinates with brutal disregard. Napoleon once asked: "What is the death of a million common soldiers so long as my purpose is achieved?" But no mistake could be more cruel or farther from the truth than to assume this usual correlation of qualities in Mr. Warren. It was one of his remarkable characteristics that to great strength he joined great sweetness—a combination rarely witnessed and all but impossible. The very soul of kindness and generosity and sunny geniality, he radiated happiness in every direction; and he drew his subordinates to him with bonds of affection stronger than those of steel. It is perfectly inspiring now to talk with the leading men in the house and note the great love which they had for the man, joined with an admiration which closely approaches hero worship. Every last one of them cherishes his chief's friendship as the proudest memory of his life. And this is rare in the workaday world—in the world of jealousy and envy and fierce competition. The men who inspire admiration are many; the men who inspire affection are even more numerous; but the men who inspire both admiration and affection have qualities which are bestowed by Nature upon a chosen few.

And this suggests one of the elements of Mr. Warren's remarkable success. An infallible indication of

REAL LEADERSHIP

is the capacity to choose capable lieutenants, and, more than that, the greatness to trust them, to give them full scope, and to harbor no petty jealousy towards them. Carnegie once said that he owed his success to the clever men whom he gathered about him. When Grant was made commanding general of all the armies he wrote Sherman that he did not deserve the honor, and he expressed his thanks "to you and McPherson, as the men to whom, above all others, I feel indebted for whatever I have had of success." These men were unduly modest, but while they underestimated their own supreme importance as the dominating spirits, they disclosed one of the secrets of successful generalship. Like every chieftain, industrial or military, Mr. Warren needed men to carry out his campaigns and policies; he chose them with that insight which was a proof of his leadership; he left them free to formulate the details; he inspired them with confidence in his judgment and affection for his person; and the results were what they always are under such circumstances. Branch managers, executives, and editors all knew that achievement was dear to the heart of their chief. They knew that he would lend a willing ear to every plan for advancement. They realized that every opportunity and every ounce of support would be given them. They loved him; they were anxious to serve him; they knew he would be the first to reward them; and they worked with a devotion and an enthusiasm which knew no failure.

"Enthusiasm"—the word suggests another of Mr. Warren's qualities. One could never go into his office without feeling it infuse his being like an electrical wave. He would ask you pleasantly to sit down; he would listen closely to what you had to say without interruption, his kind eye never leaving your face; and when you had finished he would begin. His face would light up; his whole form would become animated; he would turn straight about in his desk chair and lean forward; he would point with a prophet's eye to the possibilities; he would paint the picture with the magnetism of Phil Sheridan waving his sword and urging his men to follow him. You caught his enthusiasm; you were infected with it; he had ruled you, as he did all his men, *with a smile!*

THE SECRETS OF HIS SUCCESS.

Not much more need be said of Mr. Warren's business capacities and personal qualities. His characteristics are portrayed eloquently in the beautiful memorial printed a little farther along in this article. Suffice it to say here that this man did not

build his house upon the sand: he was a great apostle of business integrity—first make the best goods; first edit the best journals; spare no time, trouble or expense in achieving attainable perfection; and then go out in the confidence which only real merit can inspire. He was a hard worker to the last—success, far from spoiling him or causing him to fall back into comfort and luxury, spurred him on to renewed efforts. He knew men thoroughly; he loved his kind; he remembered his own beginning and never tired of giving others the chance which had been proffered him. He had the patience of a Lincoln—he bore with men until they saw the error of their ways; he alleviated their envy of one another; he stood by his lieutenants when others demanded their heads. He was big and broad and just, and others developed these qualities through contact with him. He was ambitious; he was determined; he was gifted with enthusiasm; he was endowed with insight; he was vouchsafed the qualities of real leadership. He succeeded in life because success comes inevitably to those who have the power of conquest, and who exert that power to the utmost.

THE FACTS OF HIS LIFE.

Mr. Warren was married in 1893 to Mary C. Buhl, daughter of Theodore D. Buhl, a leading business man and capitalist in Detroit. Mrs. Warren died three years ago, and a daughter of nine years, Elizabeth Buhl Warren, survives her parents. Always prominent in his church connections, Mr. Warren was at the time of his death, a deacon in the Fort Street Presbyterian Church, and a member of the Presbyterian Club of Detroit. A man also of strong social proclivities, he was a member of several clubs, and during the last year or two had become quite prominent in the yachting circles of the west as the owner of the "Cadillac," a prize-winner of many years' record. Besides the daughter of nine years, Mr. Warren is survived by his mother, Mrs. M. J. Warren, and by two sisters, Mrs. C. E. Cunningham, of Yazoo City, Miss., and Miss Minnie D. Warren, of Detroit.

IN MEMORIAM: WILLIAM MATTHEW WARREN.

The folowing tribute of affection and esteem was paid the memory of Mr. Warren at a joint meeting of the directors, executives, and employees of Parke, Davis & Co., held on November 14:

In loving memory of a beautiful and beneficent life, we, the assembled directors, executives, and employees of Parke, Davis & Company, would fain express the sorrow and heartache caused by the untimely death of our General Manager, William M. Warren. For the relief of our own grief, as a just tribute to a life rich in effective performance, and in deference to the sentiments of a wide circle of surviving friends, we record this testimony to the noble character, the massive and solid integrity, the large, warm, generous heart, the brilliant and gifted mind, the abounding energy of our beloved friend. As long as life and memory may linger in our mortal frames, we shall cherish the recollection of his lofty spirit and his winning manners, simple, sweet, and genial. The benevolence of his heart shone out in the engaging smile, in the keen and penetrating yet kindly eye, which gained for him a friend in every acquaintance. No man ever lived whose granite-like probity inspired quicker or more lasting trust. To know William M. Warren was to like him; to know him well was to love him and trust him to the gates of death. And what living creature ever trusted him in vain? His simple word was a tower of strength. When did he ever fail in the whole span of his short but shining life to fulfil his plighted faith with a chastity of honor that knew no stain—nay, when did he fail to beggar his promise by the opulence of his performance? Gifted he was, but his strength lay as much in moral weight as in mental endowment, and his remarkable success was only the destiny of character.

Mr. Warren woh many of the great prizes of life—high position, wealth, influence, popularity, business success—but he never paid any of their tragic penalties. His temper remained sweet, his faith in men unimpaired, his honor unsoiled, his love of humankind unchilled.

It would hardly be fitting at this time to give more than a passing glance at Mr. Warren's beautiful devotion to wife and orphaned child, to parents and sisters. He rose to the full height of all domestic duties; to him, indeed, they were not duties but joys, for he cherished tenderly every family tie, and he could not draw a cheerful breath until those dearest to him shared in the rich happiness of his young and radiant life.

Mr. Warren had barely crossed the threshold of his fortieth year. Entering the service of Parke, Davis & Company when a lad of seventeen, he rose steadily through its various grades until at thirty-two he filled the highest place in the gift of the House, that of General Manager. At his death his administration was seven years old almost to a day. Its wonderful success has been manifested in a rapid and unceasing increase of the business; in the multiplication of our laboratories and branch houses; in the erection of new buildings, acre after acre; in the successful invasion of foreign markets and new fields of scientific enterprise; in heightened prestige; in the formation of a remarkable corps of veteran executives animated by the principles of their leader and trained to perpetuate his policies. No ambitious merchant could wish a nobler monument than the contributions made by William M. Warren to the power and growth of the great enterprise whose progress was the blood in his veins and the breath in his lungs! The secret of his brilliant career was threefold. He knew how, and loved, to discover talent. Into the hands of dozens of obscure and untried men he put the key of opportunity. Wholly free from national antipathy, race prejudice, or social narrowness, he measured his lieutenants by the single standard of ability to produce results. As an organizer, as a coördinator and manager of men, his rare gifts

would have brought him fame in public life. He had an eagle's eye for opportunity and an insatiable appetite for fresh enterprise in fields that remain unperceived by the dull vision of the mediocre. In the arts of mercantile construction he was a gifted architect, and to build, to build was the darling occupation of his bold and aspiring mind. Every actuality, every present-day condition that could affect the welfare of this House was the object of his assiduous study, but his also was the rarer power to connect the present with the distant future by new lines of policy. He had the statesman's instinct for tendencies as well as realities; and when the tendency of to-day became the fact of to-morrow it found him armed and prepared. With the magnamimity of a true leader, he feared no rivals: he reared and trained his own successors that his lifework might survive its author, that the House to which his labor was dedicated might thrive and prosper during the generations to come. Fidelity to a trust receives its supreme, its heroic expression when the Trustee strives to make himself dispensable.

Oh, beloved friend of happy days, partner of our triumphs, architect of our success, may thy serene spirit remain an invisible presence in our lives and comfort our aching hearts. May the sweetness, the strength, the wisdom, the genial cheer of thy young life be distilled upon our souls and sustain us in the task which thou hast forever resigned. May thy great, large-minded thoughts be breathed into our toil: may they help us dedicate our lives and our labors to a solemn work which touches the very nerve of pain and human suffering. In our feebleness we could not abridge thine ailment or prolong thy days: may it be given us to cherish, to preserve, and to augment thy handiwork!

RESOLUTION OF RESPECT AND CONDOLENCE.

At a meeting of the executive staff of the main laboratories, held November 12, 1903, the following resolution of respect and condolence was unanimously adopted:

Whereas: It has pleased the Almighty to touch with the finger of death our beloved Manager and esteemed friend, William M. Warren, just in the prime of his manhood, when the path of life lay fair and bright with things accomplished and rich with promise for the future, and

Whereas: The full knowledge of the worth, the sterling qualities, the ability, the absolute integrity and many lovable characteristics of William M. Warren, while General Manager of the laboratories of Messrs. Parke, Davis & Company, has come personally to the members of this staff, and

Whereas: Our leader has been removed from the scene of his temporal labors, the executives who served with him during his successful administration and who profited by his example, are desirous of testifying their respect for his memory and expressing their earnest and affectionate sympathy with the family deprived of its earthly head by the dispensation of Divine Providence:

Therefore be it Resolved: That while we bow with humble submission to the will of the Most High, we deplore his demise as a great and irreparable loss and mourn for our dear friend who has been taken from us.

LAURENCE B. HAYWARD,
JAMES M. MACDONALD,
JAS. WILKIE,
Committee.

WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSEL A. RUDDIMAN, Ph.M., M.D.,
Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(*Continued from page 470 of the November* BULLETIN.)

PRESCRIPTION WHYS.

Why will one compounder get a white precipitate, and another one a clear solution, in filling a prescription calling for magnesium carbonate, ʒiss; borax and citric acid, each ʒij; water, enough to make ℥viij? By adding the carbonate to the acid and water, a clear solution results from which borax causes no precipitation. By adding borax to acid and water, a clear solution results, but the carbonate does not dissolve in it because the borax largely neutralizes the acid.

Why does the addition of hydrocyanic acid to a mixture of codeine, tincture of iodine, and water dissolve the precipitate and give a colorless solution? The precipitate present is a compound of iodine and codeine, and the color is due to iodine. Hydrocyanic acid reduces iodine to an iodide, thus destroying the color and breaking up the precipitate.

Why does a mixture of spirit of nitrous ether, potassium citrate, and water separate into two layers? Potassium citrate has a strong affinity for water and is insoluble in alcohol. Alcohol tends to throw it out of solution, but it retains enough of water to keep it a liquid.

Why does a mixture of silver nitrate, cocaine, and water give a black precipitate? Cocaine takes away the nitric acid, precipitating silver as the oxide. If cocaine hydrochloride is used a white precipitate of silver chloride is formed. Cocaine nitrate should be used.

Why does a mixture of mercuric chloride and tartar emetic give a white precipitate? Tartar emetic reduces mercuric chloride to calomel.

Why does a mixture of sodium bromide, antipyrin, camphor, and caffeine citrate, when put into capsules, liquefy the capsule? The chief ingredient concerned is sodium bromide, which absorbs sufficient water to cause the trouble. Some drying powder should be used.

Why does a mixture of sodium salicylate, citrated caffeine, antipyrin, and syrup of orange give a white precipitate? In strong solution sodium salicylate may precipitate antipyrin, and the citric acid in citrated caffeine liberates salicylic acid, which is only sparingly soluble.

Why should bismuth subnitrate and a carbonate or bicarbonate not be prescribed together in aqueous mixture? Water liberates nitric acid from the bismuth salt, making a more basic salt; and the nitric acid in turn liberates carbon dioxide. The bismuth salt is converted into a basic bismuth carbonate. The evolution of carbon dioxide is slow and may be sufficient to burst the bottle after it has been received by the patient. These reactions may be hurried by warming the mixture. Some dispensers use bismuth subcarbonate at once instead of waiting for it to be formed as the result of the reaction.

Why does a change in the color of the precipitate occur when bismuth subnitrate and potassium iodide are mixed with water? Various basic iodides of bismuth are formed, varying in color from brown to red and gray.

Why does bismuth subnitrate, when combined with potassium hypophosphite and water, change in color? The hypophosphite reduces the bismuth, forming black insoluble compounds.

Why does an acid, when added to bismuth and ammonium citrate, give a white precipitate? The acid combines with the ammonia radical and sets free the insoluble bismuth citrate.

Why is difficulty experienced in making suppositories containing chloral hydrate? Chloral hydrate seems to have a liquefying action on oil of theobroma somewhat similar to its action on camphor.

Why does a mixture of alcohol, chloral hydrate, and water sometimes separate into two layers and sometimes not? Chloral hydrate combines with alcohol, forming chloral alcoholate: this is soluble in alcohol but not in water, and is somewhat soluble in a mixture of alcohol and water. If chloral is present in comparatively large amounts, and alcohol in small amounts, there is more danger of separation. Soluble salts, such as potassium bromide, tend to cause separation.

Why should scale salts of iron not be powdered before being dissolved in water? Hot water is better than cold water, and it makes the powdered salt form a sticky mass that dissolves slowly.

Why should scale salts of iron not be shaken much with water? A foam is formed that is quite persistent.

Why is it necessary to add but little water when sulphate of iron and potassium bromide are rubbed together in making pills of ferrous bromide? Reaction takes place, liberating considerable amounts of water of crystallization.

Why does citric acid prevent the precipitation of iron salts by ammonium hydroxide? It forms double compounds which are soluble.

Why does phosphoric acid prevent the black color which usually results in combining tannic acid and a ferric salt? Phosphoric acid seems to have a stronger affinity for iron than tannic acid has, and thus displaces it.

Why should tincture of ferric chloride and potassium iodide never be given in the same prescription? Iodine is liberated, and if all of the iodide is decomposed, iodine will be precipitated. Ferric iron is reduced to a ferrous state.

Why are syrup of iodide of iron and potassium chlorate dangerous when prescribed together? Iodine is liberated even in neutral mixtures. Adding a little ammonia prevents this liberation for a time, but is liable to cause precipitation of the iron.

Why do dilute solutions of carbolic acid and ferric salts sometimes fail to give a violet coloration? Organic matter and some neutral salts interfere.

Why should mucilage of acacia and solution or tincture of ferric chloride be well diluted before being mixed? Ferric salts will gelatinize mucilage of acacia unless in dilute solutions. Alkali citrates prevent coagulation.

Why may alkali hydrates or carbonates be given without apparent incompatibility if sugar, glycerin, citrates, tartrates and some other substances are present? Because these substances hold ferric hydrate in solution.

Why does phosphoric acid precipitate a solution of soluble phosphate of iron? Soluble phosphate of iron may be a double compound of ferric phosphate and sodium citrate, or it may be a mixture of these, the ferric phosphate being soluble in the citrate. Phosphoric acid may break up the double compound

or then decompose sodium citrate, forming a compound which no longer acts as a solvent. The remedy is to use metaphosphoric acid, free from ortho- or pyro-acid, in the place of the official acid. Strong official phosphoric acid will also dissolve the precipitate.

Why does calomel with potassium hypophosphite turn dark? The hypophosphite reduces calomel to metallic mercury.

Why does a mixture of soap and calomel turn dark? Soap is alkaline and forms the black oxide of mercury.

Why must calomel and potassium iodide not be given together unless the calomel is in small amounts? Potassium iodide with calomel first forms mercur*ous* iodide and potassium chloride. Mercurous iodide, with more potassium iodide, is decomposed, forming mercur*ic* iodide and metallic mercury. Mercuric iodide combines with more potassium iodide, forming the nearly colorless and soluble potassium-mercuric iodide, which is as active as mercuric chloride.

Why should antipyrin not be given with calomel? Part of the calomel is changed to metallic mercury, and part is changed to the mercuric salt, which is active. This reaction is more likely to take place in the presence of sodium bicarbonate.

(To be continued.)

MECHANICAL DEVICES FOR WINDOW ADVERTISING.

Moving Objects are Always Sure to Attract Attention—A Home-made Water-motor which Can be Constructed at Little Cost—A Ferris Wheel that May be Used for Exploiting Many Lines of Goods—A "Merry-go-Round."

By T. W. PERKINS,
Detroit, Michigan.

It goes without saying that a moving object in a window is bound to be noticed; and I think it safe to state that at least 75 per cent of the people passing a store where the windows show something in motion will stop for a greater or less time and thus be in a position to become attracted by the articles displayed for sale.

To make a thorough success of window advertising involving moving objects it is essential that someone connected with the store have a certain amount of mechanical ability; this limits the expenditure for work performed by outside people, and is generally more satisfactory in every way.

The first thing to consider, when contemplating the inauguration of motion-advertising, is the motive power; and the field is so wide that there should be no trouble on that score. I employed in my store a water-motor giving, with an average water pressure of 25 pounds, about one-fourth horse-power, and found this more than sufficient to drive all the devices which I made from time to time.

THE HOME-MADE WATER-MOTOR.

The motor I constructed myself at a cost of less than one dollar, and as far as its operation was concerned, it was perfect. In order that the readers of the BULLETIN may make one themselves, I will give general instructions which can be easily followed.

Take two ordinary tin milk pans (mine were about ten inches in diameter and one and one-half inches deep), locate the center of each with a pair of dividers and mark the point, finally drilling a hole a little larger than the shaft that is to be used. The bearings I made from Babbitt metal, and they were about the size of a silver dollar. First make a rough mold out of hard wood and pour the melted metal into this. If you have a lathe the metal can be turned up true on both sides, and the hole for the shaft drilled in the center; but a satisfactory way is to smooth up the sides with a file, finally drilling the hole for the shaft. The bearings are fastened on the outside of the pans with machine screws with nuts on the outside (three in each bearing is sufficient).

Next a portion of each pan must be cut out on the rim and a half-round piece of tin soldered on so as to form a waste pipe when the two parts of the pan are placed together. A similar pipe should be placed on the opposite side, and the opening entering the pans should be about one-eighth inch in diameter, the pipe tapering up so that any required size of rubber tubing or garden hose can be placed over it for the sup-

ply of water. This tube should be so placed that the water will strike the buckets of the wheel at an angle.

Double-thick tin strips should be soldered to each side of the motor so that it can be suspended from a bracket while in operation. The bucket wheel is made by using two cake pans (in this case about 8½ inches in diameter), which are to be soldered together back to back. To the periphery is soldered a strip of tin to which are in turn soldered the buckets about one inch apart. The buckets are easily made by using a pattern of tin and marking out the size and shape with a scratch awl; finally cutting them out, folding them to the proper shape, and soldering them in place.

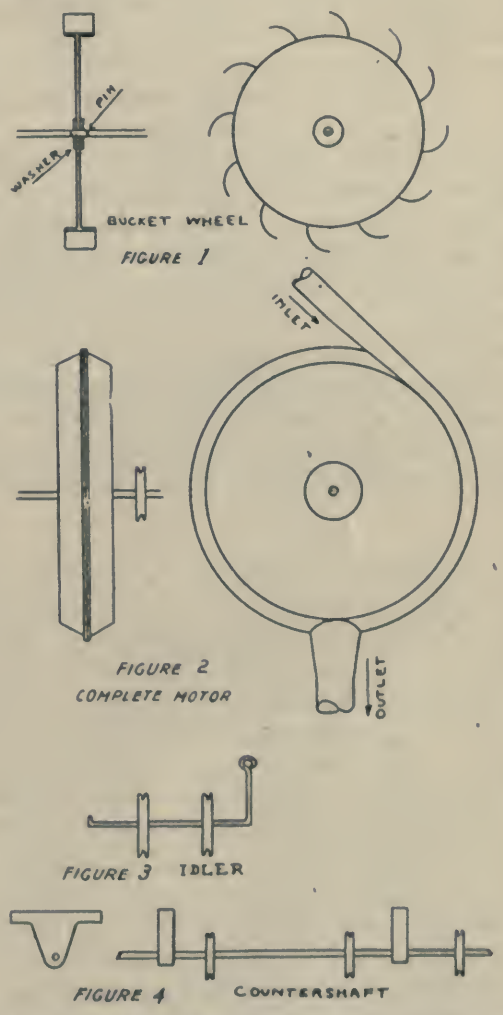
The center of the bucket wheel is then located and is drilled the exact size of the shaft to be used (five-sixteenths inch is a good size). The shaft is forced through the pans; and in order to make the buckets run evenly it is necessary to place a piece of flat iron on each side of the pans and hold these in place by drilling through the shaft and inserting small wire pins. The iron plates should be about one-eighth inch thick and two or three inches in diameter.

Fig. 1 indicates how the bucket wheel looks when completed, as seen from two points of view.

The motor, both inside and out, should now be painted with asphalt or other suitable paint, and the two parts should be put together with the bucket wheel in place. The rims, waste and inlet pipes are then soldered together, a small pulley provided for one end of the shaft, and the motor, after being hung on the bracket and connected with the water and waste, is ready for business. See Fig. 2 for complete motor, showing both side and front view. I have found it most convenient to have the water supply for the motor separate from the regular supply for other purposes. The motor can be placed above the sink and allowed to send its waste therein.

Transmission of power from the motor to the window is very simple. Probably the most easily installed device consists in taking the small iron wheels from the ordinary screw pulleys, making bearings for them from steel wire so they can have considerable play from one side to the other, turning up the outer end of the wire to keep the pulley from coming off, and arranging the other end for fastening to the side wall or ceiling, according to the conditions. A simple way is to bend the end of the wire into a small ring so that a screw can be used for fastening purposes. For the belt a chalk line well waxed answers the purpose. The pulley is indicated by Fig. 3.

My experience has been that a light countershaft installed across the width of window on the ceiling is desirable, inasmuch as by this arrangement power can be taken from any point desired. Such a shaft can be five-sixteenths inch diameter and run in bearings made by drilling the required size of hole in hard maple fashioned to hang to the ceiling; pulleys of wood or light iron to be placed where desired. See Fig. 4.



Figures 1 to 4, showing the home-made water-motor, and method of transmitting power from the motor to the window.

THE MOTOR IF YOU BUY IT.

So much for the home-made machine. The work on the motor is comparatively little, the expense is small, and the results are gratifying; but if desired a motor (either water or electric) can be purchased at little cost. If an electric motor is employed the transmission of power is simplified, inasmuch as the motor can be placed in close contact with the ma-

chines to be operated. It will be found, however, that the home-made water motor will be the cheapest and in many ways the best power obtainable.

THE FERRIS WHEEL: ITS USES.

One of the most attractive and easiest constructed devices is the Ferris wheel; and it can be employed in a variety of ways. For instance, the cars may be filled with different varieties of drugs, such as saffron, coriander seed, cubeb berries, and the like, with appropriate signs on the front of each car, giving common and botanical names and other data of interest. This could be varied by having the display consist of spices for household use, etc.

One of the most effective ways that I found for utilizing the Ferris wheel was to place in the cars small dolls or figures of various kinds; and in one instance the cars were occupied by a collection of Brownies—always with the small advertising signs on each car.

I found that I could usually use the Ferris wheel for about a week and then replace it with something else, finally, after a month, installing it again in a new dress. It has always proved as attractive the second, third or fourth time as in the beginning.

HOW TO MAKE IT.

The construction of the Ferris wheel is not hard, and the following data will indicate the easiest way: The framework to carry the wheel is to be made of strips of seven-eighths inch pine, two inches wide, the length depending entirely on how large a wheel is to be built. The frame should be made as indicated by Fig. 5. The boxes to carry the shaft, located at top of the frame, can be made of hard maple.

In making the wheel the hub is the first problem. The shaft of half-inch steel, twelve inches long, should be fastened in a block of hard wood, either oak or maple, which should then be placed in a lathe and turned down to about three inches in diameter, allowing the shaft to project two inches at each end. The hub should then be spaced off, one inch from each end, into ten divisions, and each point should be drilled slightly under one-fourth inch as far as the shaft. In each hole drive tightly a piece of one-fourth inch Bessemer steel rod (coppered), and be sure that it is driven in straight so that all of the rods will be as nearly the same as possible, although they can be bent one way or the other if necessary. The length of the rods depends on the size of the wheel decided upon. The wheel I used was five feet in diameter.

Before putting in the rods file a V-shaped groove in one end; when this is in place a piece of copper or brass wire (one-sixteenth inch is about the right size) is passed over each end, made to rest in the groove and then soldered firmly in place. Between each row of rods a piece of copper wire about three-sixteenths inch in diameter should be soldered to the rod ends so as to make a brace between the rods and at the same time provide a rest for the wires from which the cars are suspended.

The cars can be made of any light material; I used small cigar boxes, minus the covers, devoid of all paper, and gilded. The cars are suspended by a single wire hook at each end. The joint at both top and bottom must be loose so as to insure that the car will be right side up under any conditions. After the wheel, cars, and frame have been completed, they can be put together and a large wooden pulley made for one end of the shaft; the diameter of this should be about twelve inches. Finally, the entire wheel, frame and all, should be gilded with ordinary bronzing powder mixed with varnish, or if desired an aluminum or silver finish may be applied in the same manner.

Figs. 5 and 6 show the completed Ferris wheel from two points of view.

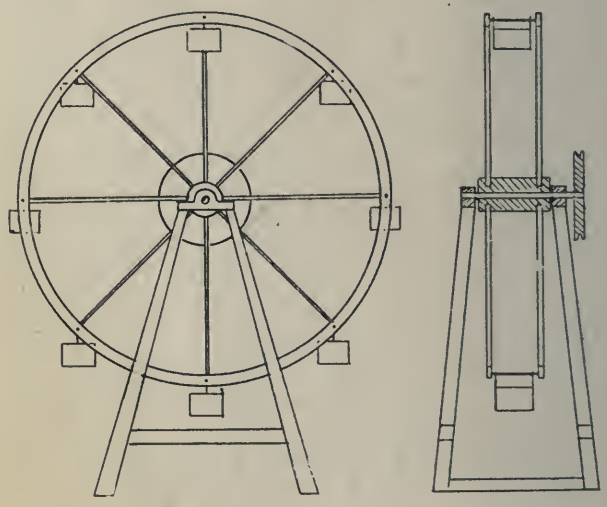


FIGURE 5 FIGURE 6.

Figures 5 and 6, showing the construction of the Ferris wheel.

THE "MERRY-GO-ROUND."

Another mechanical device which cannot fail to prove interesting is the "merry-go-round." This is applicable to a wide range of uses, and the arrangement can be modified often with little trouble.

The platform can be supplied with seats to accommodate small figures, etc., and so made that they can be removed and articles for sale placed on the platform instead. Directions for making the "merry-go-round" follow:

The platform is best made from one-half-inch pine and should be about twenty-four inches in diameter. Two pieces of lumber twelve inches wide and two feet long are to be glued together and held from warping by two cleats placed on the under side. The center is then located and a circle twenty-four inches in diameter marked out, cut to the mark with a compass saw, and finally planed smooth. An upright shaft, one-half inch in diameter, must be provided and made to extend fourteen inches above the platform and four inches below it. The portion of the shaft below the top level of the platform must be threaded with a standard thread, and the lower end of the shaft filed to a point, which will constitute the bearing on which the machine is to run.

Place a nut on the shaft and turn it as far as it will go, with a washer under it, then pass the shaft through the platform and screw on another nut with a washer above so that the platform will be held tightly between the two, thus preventing the shaft from working loose. For the frame a seven-eighths inch board, twelve inches square, is used, and in the center of this is screwed a small piece of flat iron with a countersunk hole to receive the pointed end of the shaft. Screw on each end of this board an upright piece of board four inches wide and three inches high, with a crosspiece of the same width reaching from one to the other. In the center of this crosspiece, which should be made of oak or maple, bore a hole for the shaft to run in, directly above the iron bearing below.

Between the crosspiece and the bearing place a pulley with grooved face and about three inches in diameter. A canopy for the platform can be made by placing light uprights of wood on the rim and running from there to the top of the shaft pieces of string to which a paper or cloth canopy can be attached. On the rim of the platform, and extending below two or three inches, should be fastened a cardboard strip so as to make a finish. Seats are easily made from pieces of cigar boxes or cardboard, and installed so as to be easily removable. The bearing of the shaft should be liberally supplied with petrolatum for lubricating purposes. Finally, apply bronze or aluminum as suggested for the Ferris wheel. It will be necessary, in order to get to the driving pulley with the belt, to have a guide pulley outside of the platform diameter and probably fastened to the window seat.

Figs. 7 and 8 illustrate the merry-go-round in both a semi-finished and a completed condition.

OTHER CONTRIVANCES.

I think the foregoing will serve to illustrate very well the possibilities of motion-advertising in the window; and it will be quite easy to devise new ideas from time to time that will prove effective and

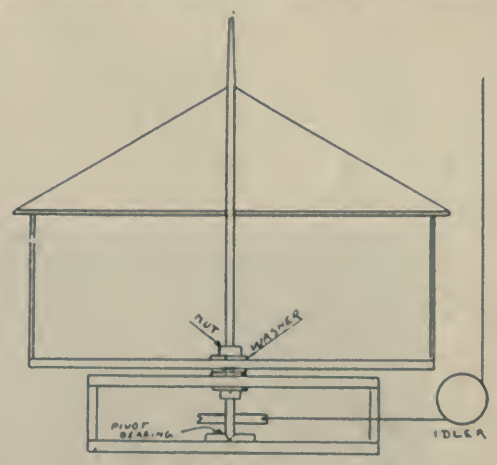


FIGURE 7

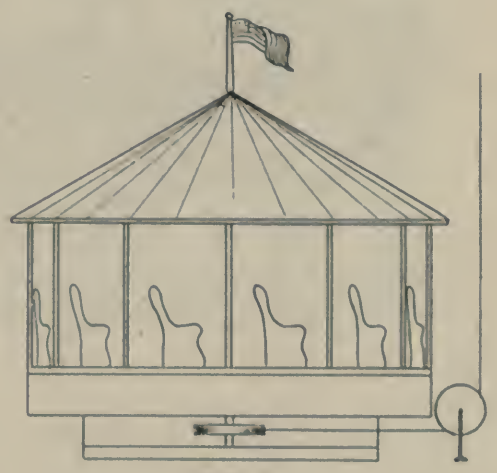


FIGURE 8

Figures 7 and 8, showing the construction of the "Merry-go-round."

serve as trade winners. Among the many other contrivances I tried were a miniature toboggan slide, a saw mill, a machine shop, and a grist mill. In every case something was of course in motion.

I shall be very glad to give further data to any pharmacist who may wish it. I believe that BULLETIN readers will find mechanical advertising to be productive of very satisfactory results—such has been my experience, at least.

A CHRISTMAS DISPLAY.

The accompanying trim was made last year by G. Claude Drake in the pharmacy of James J. Quarry, of Ann Arbor, Michigan. Unfortunately the engraving does not adequately represent the beauty of the display; and two or three of its chief features it does not show at all. It will be necessary for the reader to use his imagination somewhat as he follows the written description.

At the extreme left of the window was a little log house, and on the roof near the chimney was "Old Santa" himself. Gifts were shown as rolling down the roof out of his pack and into the snow-banks represented on the floor of the window. The figure of Santa Claus was made by stuffing a child's fur coat with excelsior, and using a mask obtained at a notion store. A fur cap surmounted the whole. The figure was then so fastened to the roof that Santa was made to be looking down the chimney. The snow-banks in the bed of the window were made by covering little piles of excelsior with white cheese-cloth and absorbent cotton. A generous variety of Christmas gifts were then scattered among the snow-banks.

The snow-storm effect was secured by fastening bits of absorbent cotton to the window with library paste. Additional snowflakes were suspended from strings so that they were put in motion whenever the front door was opened, or a draft was produced in any other manner. Mr. Drake suggests that this motion might be made continuous by means of an electric fan or some other device. This would give added realism to the effect. The word "Greetings," shown in the center of the engraving, was made of cotton pasted onto the window. A few sprays of holly were sprinkled about and pinned to the twisted spirals of crêpe paper seen in the engraving. The latter look in the picture as though they were next to the window-pane, but as a matter of fact they were arranged in the rear of the window.

A lamp was kept burning inside of the log cabin, and the windows were thus always bright. This gave the window a realistic effect after the store was closed at night and all other lights were out. The light from one window of the cabin shone out across a pile of wood. The construction of the log cabin was not as hard as it might seem to be. Several hollow limbs were found by Mr. Drake, and these when split formed "logs" which were easily handled. The chinks were stuffed with green excelsior and cotton. The chimney was a pasteboard box so painted as to represent stone, as was also a part of the cabin wall which does not show in the engraving. The side wall of the store back of the cabin was covered with black paper, and on this were tacked a moon and some stars. A lamp with a reflector threw the light on the wall in such manner as to make the effect pronounced.

Mr. Drake assures us that the window attracted a great deal of attention and much more than made amends for the work involved in its construction.

A PROFITABLE SIDE LINE.

The Interesting Story of How a Wide-awake English Pharmacist Became also an Optician, with Results which were Eminently Satisfactory to Himself and the Community.

By ERNEST C. CRIPPS,
Berkhamsted, England.

I am a "chemist and druggist" in an English country town, with a population of about 8000 inhabitants. Seven years ago I commenced business, with my mind full of high pharmaceutical ideals. I had been an assistant in a first-class dispensing business in the West End of London, where big prices were obtainable and where pharmacy with a big P was predominant. I quickly discovered that if my daily bread was to depend upon the number of prescriptions I filled, I should soon find a home in the local "workhouse," a little further up the street.

The medical men did their own dispensing, and to add insult to injury supplied trusses, cotton, wool, lint, enemas, sprays, etc. Under these circumstances I had to cast about for fresh fields, and with varying success several side lines were added to the *bona-fide* druggist's business. Tea, soap, cigars and cigarettes, electrical novelties, and photographic sundries soon made their appearance; the last named being very successful, as a full stock of plates, films papers, etc., had not been previously stocked in the town.

THE OPPORTUNITY.

But about eight months ago it occurred to me that there was no optician or refractionist in the town—no one to whom a person desiring a pair of spectacles could go with any feeling of confidence. The demand for these necessary "aids to vision" in any town is fairly large and constant, especially as we all in our journey through life, "from the cradle to the grave," at some period or other, need the help that lenses afford.

Upon making inquiries I found that most people either went to the local jewelers, and chose glasses for themselves with the doubtful help the proprietor could give them, or they made a journey by train to one of the eye hospitals, and after the exercise of much patience were often perfunctorily supplied with what they needed, payment being made according to their circumstances. Another class, I found, were supplied by pedlars, who, by frightening their customers into the belief that they were rapidly going blind, sold their goods at an exorbitant profit.

HOW IT WAS GRASPED.

Here, then, was my opportunity. I commenced reading the best works on optics, especially visual optics and sight-testing. I put myself in communication with an American firm having a London branch, and went through their postal course of instruction—a course that has been of great benefit to me in my daily work of testing.* Having obtained their diploma, I supplied myself with a trial case and all the necessaries, and then sent round to every house in the town the accompanying circular "ad."—5 by 7¼ inches in size.

SEVERAL EXPERIENCES.

This circular worked wonders, and very soon I was consulted by several patients as to the advisability of their wearing glasses. My first case was a very difficult one, one that would have tried the patience and skill of a far more experienced refractionist than myself. My first correction was not satisfactory, although an improvement, but with a little patience and care I am glad to say that success crowned my efforts, and the glasses I then ordered and supplied have been constantly worn since. The distressing daily headaches have disappeared, and the patient (a lady) is better in health than she has been for years. She, of course, has recommended me to all her friends; in fact, most of my business comes to me through this channel of personal recommendation. The same thing has happened scores of times with me, and there is a satisfaction, quite apart from financial, in thus helping a fellow being to see more clearly and comfortably than he has ever seen before.

In our particular business, too, we have excellent opportunities for pushing this side line. Let me

*For the benefit of readers of the BULLETIN who may desire to take up the work of a refractionist we may mention the names and addresses of three schools in this country which provide correspondence courses of instruction: The American Optical College, of Detroit; the South Bend College of Optics, of South Bend, Ind.; and the Northern Illinois College of Ophthalmology, Masonic Temple, Chicago.—THE EDITORS.

illustrate. A young man, a saddler by trade, came in one morning for a bottle of medicine for neuralgic pains in his head. He told me that he had been under medical treatment, but could get no permanent relief. Noticing that his eyes looked red and inflamed, I made inquiries as to whether he suffered in any way with them. He then told me that for some time near work had been trying to him;

Your Eyes are valuable to You.

IMPORTANT ADVICE

to Spectacle Wearers.

FOUR * *
PLAIN FACTS.

I. That more eyes are injured by the injudicious use of Glasses than by any other known cause.

II. That a great number of people are wearing Spectacles unsuitable for them and for which their eyes have not been properly tested.

III. That thousands of Children who suffer from Strabismus or Squint could be permanently cured by simply wearing, for a few months, properly constructed glasses.

IV. That the old-fashioned and unscientific method of testing the eyes by trying on various Spectacles of different strengths until the sight is apparently suited, is, to say the least of it, dangerous.

IT cannot be too forcibly impressed upon the minds of those who suffer from defective eye-sight, that

Proper Lenses and Correctly-fitting Frames

Are absolutely essential for comfortable Spectacle wearing.

I Test each Eye Separately and fit the frame to each individual case, as experience has shewn that only by these methods can a satisfactory result be obtained.

I am also in a position to promptly execute all REPAIRS, and we make the working of OCULISTS' PRESCRIPTIONS A SPECIALITY.

ERNEST C. CRIPPS,

Chemist and Qualified Optician (by Examination),

238 , HIGH STREET,

BERKHAMSTED.

and he generally found his headache worse after it.

I suspected that he was suffering from "far sight," and upon testing him I found this was the case. I there and then supplied glasses to be worn constantly, and gave him in addition his bottle of medicine. A few days afterwards he reported that his headaches had almost completely disappeared, and since then he has quite lost them. I contend that work of this kind brings more "grist to the mill," and gives more solid satisfaction, than the selling of patent medicines at cut-rate prices, with all the accompanying loss of professional status. To-day my optical branch is rapidly going forward and I feel confident that it will have a big future.

AS TO WAYS AND MEANS.

Now a little information. Is a "diploma" necessary? In this country it is not legally necessary, but I find that the moral effect of such an announcement as

"CHEMIST AND QUALIFIED OPTICIAN
(By Examination)"

is out of all proportion to the expense and trouble involved in procuring it. And, in addition, the postal lectures have taught me the systematic routine of sight testing, without which we cannot expect success. A private testing room, too, is of course an absolute necessity. It should theoretically be 20 feet in length, but such rooms are not often found behind the pharmacy. Mine is the domestic sitting room and is 10 feet long, a distance which has invariably given me good results. Good light is of course essential, but if the supply of daylight is poor and weak, an ordinary incandescent gas burner, with a tin shade to shade the patient's eye from its glare, will be found to answer admirably.

There are two ways in which we may discover the refraction of the eye: Either by the subjective or the objective method. In the first we have to depend upon the patient's statement as to what he can see, with or without the lenses we are testing with. In the second method, by means of suitable instruments, we measure the defects of the eye externally, quite apart from our patient's judgment, depending entirely upon our own skill and observation. I can with confidence recommend the first method. It is not such an expensive one and is easy of application. To practice the other one requires a specially fitted room, expensive instruments, and more time than the ordinary man, who is liable to be called away any minute, can give. My results with the subjective method have been eminently satisfactory.

OUTFIT REQUIRED.

We shall need a trial case, then, and we can obtain one from $35 up to $100. Mine cost $35, and answers admirably. Several houses in New York make a speciality of these, and for finish and beauty I do not think the American cases can be surpassed. In addition to this, distance and reading charts, astigmatic fans, etc., will have to be obtained, and are not expensive.

As regards the stock of frames and lenses, I do not keep a large one. It is so easy to measure the patient's face for frames and to order and receive from one's wholesale house by return of post, that there is no need to overstock oneself. Of course a certain quantity must be kept, as the patient who consults you about an ordinary case of old-sight expects to take away the spectacles with him.

The size of lens which I find most suitable is that known as the "American interchangeable;" in fact, the American gauges are becoming very popular in this country. I would advise any one intending to start this optical branch to push gold-filled frames. They bear more profit than the ordinary steel ones, and one's customers, especially ladies, will generally buy them in preference if they are shown to them.

And now a word as to financial results. I commenced last December. From then till the time of writing (September) I have earned profits sufficient to pay for my trial case and teaching fees three times over. In addition I believe I have laid the foundation of a business which bids fair eventually to outrival the drug business, and I have the satisfaction of knowing that I have materially helped my customers to retain and comfortably use that most precious of all bodily possessions—the eyesight.

FRONT-DOOR CLERKS.

By FRANK FARRINGTON.

No merchant needs to be told that there are two kinds of clerks, but not every merchant has divided them into good clerks and front-door clerks.

The front-door clerk is indigenous to the town rather than the city. In the city he is out of the question in the big stores and usually too much occupied in the small stores; still, you'll find him there occasionally.

It is in the country that he is found in the greatest numbers. He rushes through his necessary tasks in the morning and hies himself to the door-stone, where he stands, an inviting sign, a nucleus for the gossipy group that will keep out 90 per cent of the possible women customers.

His work inside is hurriedly done. His interests are outside. Some one or something might go by unseen, which would be an insufferable loss. He might, while laboring over a dusty shelf or counter, miss the chance to talk over the last ball game or the latest new girl in town. He *might* miss that chance, but after all it's not likely that he will, for if you look at the counters and the shelves, you'll see that he has wasted no time there.

Customers come; he follows them into the store, and while they are looking around, wondering if there is anybody there, he gets himself behind the counter and they say:

"Oh, I was just wondering if there was any one here. Have you, etc."

He waits on them, gives them their change, and gets to the door in time to follow them out and resume his sidewalk conversation with the least possible interruption. He'll make record time on these sales. They'll be quick sales and small profits all right!

If the proprietor thinks to shame him by leaving other work and standing behind the counter to receive customers himself, that proprietor is fooling himself, for the clerk will simply look in, and seeing the customer cared for, won't come in at all.

"Now, what the dickens would you do with such a clerk?" you think. If you suggest that he stay inside, he'll look injured and act for a month as if you had told him never to dare breathe a bit of fresh air again. Moreover, you won't dare stand out in front of your own store a minute because you know he'll be thinking that you'd better practice what you preach.

Well, there's one thing about it. You hire your clerk for so many dollars per. That means that his time is yours while he's on duty.

Keep him busy!

If you have any sort of a store at all, and unless you have more clerks than you require, you have work enough keeping stock in shape so that there need be very few idle moments even for clerks who are looking for them. Keep finding things for such clerks to do.

Of course it's better to have a good clerk—one who will be on the lookout for work, not on the lookout for every chance to get outside of the front door. Such clerks, however, don't grow on every bush. Good clerks are like poets—born, not made.

In the winter there will be days too cold for Mr. Front-door Clerk to stand outside, and he'll occupy the front windows. That's about as bad. It keeps people, more especially women, from stopping to look at your window displays. No one wants to gaze in a window when your clerk and perhaps a couple of his cigarette-smoking chums are looking out and commenting on the people outside.

The only way is to keep Mr. Front-door Clerk busy—if you have to keep him at all.

AROUND THE CAMP-FIRE.

The Old Gentleman Who was Quick to Find Fault but Slow to Make Reparation—Playing a Trick on a Darkey—Mercurial Powder Dispensed for Mercury with Chalk—An Unknown Fact Regarding the Derivation of British Oil.

"A PUBLIC ACCUSATION AND A PRIVATE APOLOGY."

H. M. Vaughan, of Luling, Texas, relates an occurrence which is of a type that every druggist will at once recognize as being very familiar:

The Camp-fire series of tales are very interesting to me, and the following incident is contributed, not for any exciting times experienced, such as are reported by the majority of your correspondents, but to illustrate the old expression: "A public accusation and a private apology." An old gentleman with an unusually loud, cracked voice came into the store one day and inquired the price of one ounce of glycerin and one ounce of sassafras. I replied that the price would be 20 cents if he had the bottles in which to put the two substances. He had no bottles; and after ascertaining that the oil and the glycerin were to be mixed, I procured a two-ounce bottle and placed the two liquids therein, wrapped up the package and sent the old man on his way rejoicing—as I thought!

The next day he came in the store, sought me out, and in his high-pitched and querulous voice asked me sarcastically if I could distinguish between glycerin and oil of sassafras. Naturally enough, I replied that I could, but he went on to assert that I could not, and he said several things which would not look well in print. He asked me to smell of the

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A CALIFORNIA PHARMACY.—On this and the two succeeding pages views are shown of one of the most successful stores in California—that of the Boyd Drug Co. in Los Angeles. It will be seen from the legend on the building that the pharmacy is kept open all night, which in itself indicates the extent and character of the business done. The location of the store is at the corner of Seventh and Figuerod Streets.

bottle which I had given him the day before. I did so and pronounced the odor that of sassafras. "Yes," said he, "you gave me that bottle full of oil of sassafras, and put no glycerin in it at all."

Several people had by this time stopped at the front door. They heard the loud, broken voice making accusations against me, and they wondered what the trouble was all about. I discovered that the odor of the sassafras oil was so strong that he had jumped to the conclusion that the substance was all oil. So I explained to him that we were not in the habit of selling two ounces of sassafras oil for 20 cents, and declared that the odor of sassafras would be evident even if there were but a few drops of the oil present in the glycerin. It then dawned upon him that the oil and the glycerin had been put in the same bottle, and he apologized—not, however, in the same voice, but in an altered tone, and in a voice so low that those who were standing at the door could not hear.

Many a druggist's reputation is hurt by just such ignorant accusations as this.

HOW LONG SHOULD A PLASTER STICK?

W. C. Krabiel, of Adel, Iowa, writes as follows:

Recently an old gentleman came into the store and asked for a "poor man's plaster" for his back. We had none in stock, and I recommended the use of an "Allcock's" plaster instead. He "reckoned" that would do just as well "if it would only stick." I assured him that it would, adding that when he finally took the plaster off he should pull gently and would then have no trouble in the process. To this he made the following response: "Well, if it sticks as well as a 'poor man's plaster,' it will be all right. The last one I had on stayed nearly a year, and then my wife and I soaked at it on and off for about a week before we could budge it!"

MENTAL THERAPEUTICS.

J. P. Carrington, M.D., of Sebasta, Texas, who is both a practicing physician and a druggist, relates the following amusing experience:

The more I read the BULLETIN, the more I like it. The Camp-fire tales are especially interesting and wholesome; they do a man good and keep the rust from forming on his cuticle! I am reminded of an experience which you may possibly like to print in this department of the BULLETIN.

A bright young man called on me not long ago in my professional capacity as a physician. He wanted me to go and see an old darkey 71 years old. He said he did not believe "Uncle Adam" needed much in the way of medicine, but should have something to keep him quiet at night. It was his habit to

A CALIFORNIA PHARMACY.—This picture gives a little better view than the preceding one of the main window of the Boyd pharmacy. It is evidently well adapted for display purposes. A line of Parke, Davis & Co.'s pharmaceuticals is seen on the floor of the window, while on what appears to be a shelf above, toilet papers are made the subject of display.

pray all night long in a loud and bewailing manner so that he disturbed every one in the immediate vicinity of his cabin. I at once thought of a plan to give Uncle Adam a good scare in order to relieve the situation.

I told the young man to dress in white and get on top of his cabin just after dark and I would make a professional call on the old man about 9 o'clock. I appeared punctually on the hour, and found the negro down on his knees as usual. He ceased when I entered, and said:

"Good ebenin', Docta'. Ise glad to obsarb ye at dis most salubrious time. Ise been bery bad lately, an' I'll jist finish my prayer to de good Lawd while you warm you'self at de fire."

So down on his knees he fell again, and resumed his prayers where he had left off. He had scarcely begun, however, when something on top of the cabin attracted his attention.

"Whose dar?" he exclaimed.

"It is I, Uncle Adam," a voice replied. "I am an angel of the good Lord. I have come to carry you up to heaven out of this sinful and wicked world, where you will be with the angels."

The old negro was very much disturbed and confused by this message. Quickly recovering himself, however, and assuming a boldness which he did not feel, he stoutly declared:

"Wall, I say, boss, Uncle Adam aint hyar any mo'. He's gone. I swear to goodness if it ain't so. Ask Doctah Carrington here if I ain't done tell de truf!"

It only remains to be said that the neighbors were not troubled any longer with Uncle Adam disturbing their slumbers at night.

"MEN RUSH IN," ETC.

Nova I. Mitchell, of Sparta, Michigan, tells this experience of her early days in pharmacy:

I had worked in the drug store nights after school and on Saturdays, helping to wash bottles and to keep the graduates clean, etc., for about three years, and had begun to feel that I was quite a pharmacist. One pleasant Saturday afternoon a lady who lived two miles out of town came into the store and asked for two five-grain powders of mercurial powder. Well, Mr. B—— had gone down to the spring for a pitcher of water, but there was no use to wait for him to return, for I knew that mercurial powder surely was powdered blue mass, and I could weigh out two powders for her. This I did and gave them to her! "Men rush in," etc., etc.

I was just starting out to go to supper that night when a young man came rushing into the store quite out of breath.

"Guess you had better send a doctor up to G——'s

A CALIFORNIA PHARMACY.—External pictures of the pharmacy of the Boyd Drug Co., of Los Angeles, are shown on the two preceding pages; the interior of the pharmacy is depicted in the engraving on this page. The fixtures are apparently of white enamel, and the general atmosphere of the store is one which indicates that a progressive spirit is constantly in evidence.

right away, Mr. B——," he shouted to the proprietor. "The little girl gave Mrs. G—— poison or something to-day. 'Twas the wrong stuff any way. Mr. G—— took one of the powders and it tasted sweet."

Well, my heart stood still for a second. Mr. B—— went behind the prescription case. I followed. "What did you give her?" he asked.

"She called for 'mercurial powder,'" I replied, with a shake in my voice, "and I gave her this," taking down the powdered blue mass box.

It was a relief to see him smile as he said: "She might have wanted hydrargyrum cum creta." He then explained to the young man that no mistake had been made, for what I had given her did not contain as much mercury as the powder she probably wanted. It ended all right, and I learned a lesson!

SHE WANTED THE "JINNYWINE" ARTICLE.

Miss Mitchell also contributes the following incident:

"An' 'ave you got what they call British oil?" she asked, as she stepped up to the clerk.

"Yes, ma'am; we have it. How much do you want?"

"Oh, a ten-cent bottle."

The clerk soon appeared with the oil, and was about to place a label upon the bottle when the customer stopped her by saying: "No, I don't want that bulk stuff. I want the jinnywine article. Is that all you got? The jinnywine British oil is only put up in square bottles."

A smile played around the lips of the clerk, and the proprietor, who had entered the room meantime, had a struggle to keep his face straight as he explained that British oil was a combination of oils and could be made in America as well as in England if the same formula was followed.

"Well, I don't want any if I can't get the jinnywine article. An old Englishman told me it just bubbles up through the water of, I think he said, the River Thames—right out of the earth—and it floats on top of the water; then they take flannel sheets and sop it up and wring 'em out. That's the way they get British oil—the jinnywine article. You need not tell me it is any made thing," with a knowing nod of her head. "It is prepared by nature," and she left the store, not hearing the suppressed giggle of the clerk.

SEALING BOTTLES WITH PARAFFIN.

By W. A. DAWSON.

Pharmacists are now pretty well posted on how a large trade in paraffin wax may be worked up by educating housewives about its usefulness as a sealing compound for pouring over the top of jellies and jams, for closing up jars of apple butter, pickles and preserves, and for sealing such condiments or beverages as are put up in bottles—pickles, catsup, sauces, wines, unfermented grape juice, and the like. Few pharmacists realize, however, what an ideal sealing compound paraffin is for such pharmaceutical preparations and specialties as are put up for sale in nearly every drug store.

FINISHING TOILET SPECIALTIES.

Take, for instance, chapped hand preparations containing glycerin, particularly if the bottles are left unsealed or are sealed only by ordinary methods: the glycerin soon saturates the cork and creeps out upon the neck of the bottle, soiling cap, label, and wrapper. This soon mildews and collects dust, until the stain becomes absolutely black; and if the packages are not immediately redressed the toilet preparation that should be dainty and attractive becomes dirty and repellent.

The paraffin used for capping may be suitably colored by mixing with it various dry pigments in fine powder, or it may be stained with aniline or other transparent dyes. The colorings possible to use are almost limitless in number, embracing as they do every known dry color and every oil-soluble dye. With the use of dry colors, opaque sealing compounds are obtained that resemble the better grades of sealing-wax in appearance, while they are superior to the latter in that they make a better, air-tight seal, do not become brittle and chip off with handling, or crumble and drop into the bottle when the cork is removed. Such compounds cost considerably less than the best grades of sealing-wax, ranging from 10 to 25 cents per pound; and they go much further, a pound capping twice or thrice the number of bot-

tles, since the coating upon the stopper and the neck of the bottle is thinner.

PRODUCING DIFFERENT COLORS.

An opaque, white paraffin-seal may be made by stirring precipitated chalk into the melted wax; for red, use Venetian red brightened with vermillion, or employ all vermillion where a vivid red is wanted; for blue, take common ultramarine, or any dry blue; for yellow, use golden ochre for a dull color, and chrome yellows when bright colors are desired. The various shades of chrome green may be used to produce green wax.

With aniline dyes one may run the whole gamut of tints known to the silk dyer. A lightly-tinted wax having a silky luster, which, combined with a translucence like that of parchment paper, admits of some beautiful effects.

Novel and beautiful effects may likewise be obtained with real or imitation gold and silver leaf, and the various colored bronze powders and metallic "flitters." The latter is a variety of bronze powder where the particles of metal, having been subjected to enormous pressure between steel rollers, are flattened into the form of scales or irregular spangles. Obviously, the trade name "flitter" is a corruption of "flicker."

ARTISTIC COMBINATIONS.

As an example of how a paraffin-seal may be used in dressing a toilet specialty, let us take, say, a "chap" lotion made with a glycerin and mucilage basis. First we will name it "Cream of Violets." We will give the mixture a faint violet tint with aniline violet; the label will be printed upon paper of a light violet tint in a deep violet ink with border and ornaments of silver bronze; the bottle, of course, will be of the finest crystal flint and of suitable shape; and the capping and sealing compound will be a very hard and white paraffin wax, tinted with aniline violet and with a small quantity of silver flitter, or particles of silver or aluminum leaf suspended in it. A cork-top label may ornament the top of the cork, as it will show through the transparent silver-spangled and violet-tinted wax. The bottles should be dipped into the melted wax to cover about two-thirds of the neck.

In a similar manner a sealing compound may be made to match or to make a pleasing contrast with the color of any particular preparation.

HOT SODA.

Coffee Extracts and Syrups for the Fountain—Several Formulas—Useful Suggestions—A Coffee Extract would be a Good-selling Specialty for "Light Housekeeping" Use.

By E. F. WHITE.*

The question of blending coffee is one of personal taste, and while in some of the following formulas some special blends may be given, they are more in the way of suggestion than anything else. The large dealers of every section make a specialty of blending coffee, and you will find as a rule that they can supply you with much better blends than you could make. The reason for this is self-evident—blending coffee is their business, and a business that requires skill and long practice.

There are many and various ways of extracting the flavor of coffee, and some coffees act better under one treatment than another; the point is to find a method that is adaptable to your brand of coffee. Then, too, something depends upon how you are going to use the extract. If you are going to use it at the fountain you will find the process easier than you will if you propose bottling the extract for sale.

This brings to my mind the fact that very few druggists realize how much they could make by putting up a really nice coffee extract for sale. These are the days of light housekeeping and "canned meals," so to speak, and nothing comes more into line than a quick means of preparing a nice cup of coffee. I believe that many druggists would find a profitable market for a really good coffee extract. The fountain will provide you with the proper means of advertising it.

Every hot soda fountain requires coffee extract, and you can't afford to buy it for this reason: any extract purchased is inferior in quality to that which you can prepare fresh every day or two.

*Portions of an article from *The Spatula.*

Have your coffee right. The following list of formulas may help you to do so:

COFFEE EXTRACTS.

(1)	Mocha coffee	1 pound.
	Java coffee	1 pound.
	Glycerin	q. s.
	Water	q. s.

Grind the two coffees fine and mix; then moisten with a mixture of one part of glycerin and three parts of water; pack in a glass percolator and percolate slowly until 30 ounces of the percolate are obtained. It will be a more complete extraction if the menstrum is poured on in the condition of boiling, and the coffee allowed to macerate for twenty minutes before percolation commences.

Coffee extract should by preference be made in a glass percolator. A glycerin menstruum is preferable to one of dilute alcohol, giving a finer product.

(2)	Mocha coffee	4 ounces.
	Java coffee	8 ounces.
	Rio coffee	4 ounces.
	Glycerin	4 ounces.
	Water	q. s. 1 quart.

Use fresh roasted coffee ground fine but not powdered. Put into a vessel provided with a tightly fitting cover, and pour over it 10 ounces of boiling water to which the glycerin has been added. Put on the cover and close tightly. Wrap the container in felt, or set it in a pan of hot water and put in a warm place for an hour and a half. At the end of this time pack in a percolator and exhaust with boiling water until one quart of the percolate is obtained. When a stronger extract is desired exhaust with less water.

(3)	Java and Mocha coffee	1 pound.
	Best French brandy	½ ounce.
	Hot water	q. s. 55 ounces.

Moisten the coffee with the water and pack in percolator; pour on the balance of water boiling hot, add the brandy and allow to stand one hour; then exhaust. Use about one ounce of this extract to an eight-ounce mug in the preparation of hot coffee.

Some people use a small quantity of salicylic acid as a preservative, but I prefer to make my extract more often and have it fresh than to depend upon anything to act as a preservative.

While it is beyond a doubt true that the best way to prepare hot coffee at the fountain is by the use of an extract, there are many who prefer the syrup as this saves the necessity of handing out a sugar bowl every time, and certainly is very convenient where you have a large trade, but owing to the variety of tastes in hot coffee, ranging from no sugar to all sugar, I feel that the average dispenser will find the extract the better method, though for the benefit of others I will give a few formulas for the preparation of hot coffee syrups:

COFFEE SYRUPS.

(1)	Any good blend of coffee	10 ounces.
	Glycerin	8 ounces.
	Sugar	4½ pounds.
	Water	sufficient.

Mix the glycerin with two quarts of water, moisten the coffee with this mixture, and allow to stand for one hour. Then pack firmly in a glass percolator, pour on the remainder of the liquid, previously heated to the boiling point, and when this liquid has disappeared from the surface of the coffee, add boiling hot water enough to obtain 8 fluidounces of the percolate; finally add the sugar and dissolve by agitation.

(2)	Any good blend of coffee	2 pounds.
	Sugar	3½ pounds.
	Water enough to make	2 quarts.

Moisten the ground coffee thoroughly with cold water and let stand in any covered vessel (not tin) until the coffee is softened; then pack in a glass percolator. Place the precolator over a vessel containing the sugar. Pour one quart of boiling water on the coffee and let it stand one hour. Then percolate, adding boiling water until 4 pints of syrup are obtained, being careful that the sugar is all dissolved. To do this stir carefully after about half of the percolate has run through.

It is best to place the sugar in a vessel that is so graduated that you can tell when you have the required amount of finished syrup.

(3)	Coffee, "selected"	1 pound.
	Sugar	3 pounds.
	Vanilla extract	¼ ounce.
	Boiling water	sufficient.

Pack the coffee, previously moistened in cold water, in a percolator. Pour two pints of boiling water upon it, macerate for the space of one hour, percolate until two pints of infusion are obtained, adding boiling water if necessary. Dissolve the sugar by slow heat, and when cold add the vanilla extract.

SOME "RULES AND REGULATIONS."

One of the oldest and best established stores of Philadelphia is that of Henry C. Blair, at the corner of Walnut and Eighth Streets. Mr. Blair himself is a man of perhaps 35 summers, but his father spent his entire life in the same store, and his father's father, the originator of the business, did the same thing before him. The pharmacy has always maintained high standards, and has enjoyed great prestige among physicians and public alike.

It is the chief object of this article to reprint the "Rules and Regulations" which were adopted in 1848 by the first Blair, and which now stand as they were modified in 1893. The clerks are made to observe these regulations rigidly; and a few others are in force which are not to be found in the printed list. For instance, during the summer months the store is closed all day on Sundays, and a sign is placed on the doors to the effect that prescriptions may be obtained by ringing the bell at the rear door. On Sundays during the winter months the door and window-curtains are drawn, and a sign bears the statement that the store is "open to supply medicines and necessities only."

The "Rules and Regulations" are as follows:

1. Store to be opened promptly at 7 A.M. and closed at 10 P.M.; Saturdays, 10.30 P.M. Sundays, 9 A.M. and 9 P.M.

2. Business hours will include time between 7 A.M. and 6 P.M. on week-days, except when special work requires longer hours.

3. During business hours all employees must be on their feet and busied either in waiting on customers or in performing some other store duty.

4. As waiting on the counter requires the most knowledge and experience, the senior clerk must always go front first, then the next oldest. The younger clerks are not to wait on customers except where the older clerks are occupied.

5. In every case customers must be waited on promptly, and when goods are to be sent it must be done with the least possible delay.

6. *Never* put up an article unless you are certain you are right.

7. Every other duty must give way to waiting on the counter, except where serious detriment would be the consequence.

8. Every person entering the store, whether rich or poor, infant or adult, white or colored, must be treated with courtesy and kindness.

9. Boisterous mirth and a sullen temper are to be equally avoided as productive of neither business nor business character. The acquisition of a uniformly cheerful temperament is an attainment worth far beyond the price it usually costs.

10. There are to be no master and no servants. Each one is to feel conscious of the fact that the performance of the duties assigned to him are just as necessary and as important as that pertaining to any other person in the store. All useful employment is honorable. Indolence is a disgrace.

11. As neatness, order, cleanliness and accuracy are necessary, and are not mere accomplishments in a pharmacist, all are required to practice them constantly.

12. Every clerk is expected to become a graduate of the Philadelphia College of Pharmacy, and time will be allowed during the third and fourth years for attending the lectures (three evenings for senior course; two evenings and afternoon for junior course).

13. To deserve the Degree of Graduate will require severe economy of leisure hours, and their application to the study of those books which relate to the theoretical and practical knowledge necessary to make an accomplished pharmacist.

14. Students need but few social acquaintances, and they should be very select. While the occasional visit of a well behaved young friend will be allowed, lounging in the store will not be tolerated.

15. Each junior clerk will have at his disposal an afternoon and evening every week (from 1 P.M. until 10.30 P.M.), and these privileges will not be interfered with unnecessarily. Rooms are furnished for all clerks in the store building.

16. No junior clerk will be allowed to be absent at night after hours without permission. The first and second clerks are expected to be in at reasonable hours, and under no circumstance are both to be away at the same time.

17. Each clerk will be allowed two weeks vacation every year.

18. Necessity requires that the store should be accessible on Sunday for the purpose of supplying medicines; beyond this the proprietor is not desirous of doing business on that day, and he enjoins on those in his employ that while they need not positively decline to furnish an article when asked for, they should hold out no inducements to purchasers.

19. It is not the wish of the proprietor that any of his clerks should extol an article beyond its merits to advance his pecuniary interests, or to say or do aught in the performance of his duty that he would not be willing that others should say or do to him under the same circumstances.

20. Goods taken from the stock for the personal use of clerks must be paid for at cost.

21. The proprietor would affectionately recommend and advise all his clerks to attend public worship with a denomination of his own selection, at least once every Sunday, as circumstances may permit. The habit, when accompanied by a corresponding moral deportment (without considering the immense spiritual advantage which may result from it), confers a degree of respect in the estimation of those whose esteem is worth having, that scarcely any other act will.

22. The daily intercourse of the employees should be characterized with the courtesy which is becoming of young gentlemen.

23. Should a clerk wishing to leave before his alloted time expires have a good reason, the proprietor will probably not object, and should his cause be a bad one and be persisted in, the proprietor will certainly not offer hindrance to his going. The proprietor depends on the honor of the individual.

24. A cheerful compliance with the foregoing rules is expected, and the repeated infraction of a known regulation will be cause for immediate dismissal.

SELECTIONS.

STOCK KEEPING.

To the first clerk should be delegated the important duty of stock keeping. This is too important a matter in a drug store to be left to a minor clerk or allowed to take care of itself. Some one person connected with the business should know the stock thoroughly—what articles are on hand, where they are kept, their cost and selling price, the quantity usually bought and the usual selling rate, so as to judge of the advisability of buying in greater or less quantities.

There is no one so well fitted for this duty as the head clerk. He sells the greatest amount of goods, and knows more about the salability of the various articles than any other one person in the establishment. The proprietor should always consult him as to the quantities to order, and get his ideas on the salability of any new line of goods.

To acquire a complete knowledge of the stock, it is necessary that the head clerk check off and put away all new goods as received; bring forward all stock from the reserves in store; keep the price book and arrange the displays of goods in the store and windows. In a very large business he may simply oversee these things, with the exception of checking off the bills and keeping the price book.

To do this it will be necessary to adopt some such routine as follows: In ordering goods a duplicate of the order should be made and kept on hand for reference, the copies being kept together on an "order file," so that a reference to this file may show just what goods have been ordered. One or more want books should be kept, separate books being provided for goods bought "direct" from manufacturers. When the goods arrive, they should be unpacked by the porter, while the head clerk checks them off from the copy of the order and puts them away; such stock as cannot be accommodated in the store and laboratory being put with the reserve stock. Every morning the clerk should look over the store and laboratory stocks and bring forward from the reserve whatever may be necessary to fill up the vacancies caused by the sales of the day before, and put on the "want" list whatever is needed, a routine duty that takes about one hour's time in a hundred-dollar-a-day business.

By handling the stock over in this way one grows familiar with everything in it, becomes an authority on prices, and a good judge of the salability of a new article. When a bill for goods arrives it is checked off from the copy, each article is entered up in the price book, the date, the quantity, the house of whom purchased, and the price all being noted, and such articles as have been laid aside on account of the selling price being unknown are marked and put away.

As an auxiliary to this price book, which should be kept in the store for instant reference, a small price book should be kept on the prescription counter containing particulars regarding the cost and selling prices of such articles as are used in prescription work, for the purpose of a guide in pricing prescriptions, and thus do away with the necessity of marking each container, besides effecting economy in time.—Condensed for the BULLETIN from an article in the *American Druggist* by W. A. Dawson.

LETTERS.

AN INDIGNANT PROTEST.

To the Editors:

Forty years ago, while our nation was in the throes of civil war, and Uncle Sam's treasury was low, something had to be done to increase the revenues, and done quickly. The United States Congress thereupon gave birth to the internal revenue tax upon tobacco, liquor, and so on. These proved to be excellent revenue producers, and the taxes were not burdensome to the people. No complaint was ever uttered regarding them. Forty years have since elapsed, however, and our government is no longer in urgent need. The time has arrived when at least one of the taxes then established and yet remaining should be abolished. I refer to the government tax of $25 exacted of all druggists who sell liquor for any purpose whatsoever. Many druggists do not desire to handle liquor at all, but are compelled to use small portions of it in filling prescriptions. In order to do this they are obliged to take out a government license, to make an affidavit that they intend to engage in the retail liquor business, and, in effect, to class themselves with saloon-keepers.

This is at once a disgrace and an imposition! Moreover, in many cases the tax is so considerable that the druggist is moved to sell more liquor than he otherwise would in order to reimburse himself for the expense to which he is subjected. These conditions have had much to do with the slur one often hears that "all drug stores are merely saloons in disguise." If the druggist sells liquor only four times a year, and sells it on these four occasions in pre-

scription form at the written order of the physician, he must still take out a government license, and he must have that license exhibited in a conspicuous position. He stands before the world adjudged a dealer in liquor!

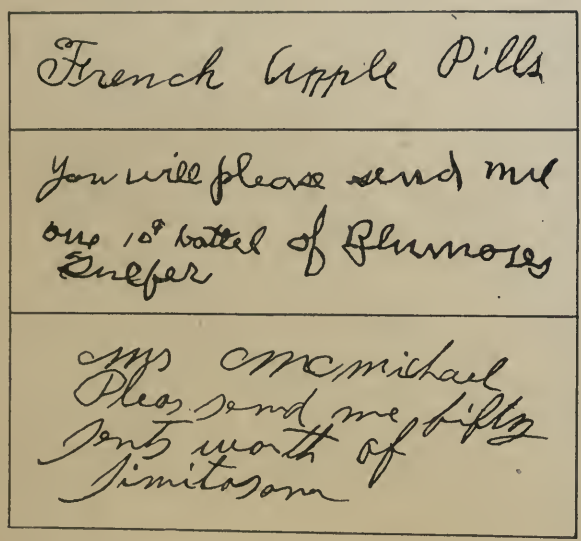
For heaven's sake let us all put our shoulders to the wheel and keep pushing until the national government repeals this unmerciful, unjust, and odious feature of the revenue laws!

Yours for simple justice,
GEORGE W. BARTLETT.

Albany, Wis.

THREE SPECIMENS.

The three illiterate orders shown in the accompanying illustration have all been received from BULLETIN readers. The first is sent in by W. F. Bahe, and was presented by a patron at the pharmacy of Charles Gapen, in Ottawa, Ill. Mr. Bahe observes that "It will probably keep some of the BULLETIN readers guessing." The second, contributed by A. C. Haight, of Luzerne, Pa., calls singularly enough for bromo-seltzer. The third, sent along by



H. C. McMichael, of Buffalo, Texas, is considerable of a puzzle. Perhaps readers had best exercise their ingenuity on it before reading the interpretation further down in the paragraph. The order was brought in to Mr. McMichael by a colored boy—a farmer's son—who declared that something was wanted for destroying red ant beds. Mr. McMichael finally determined that potassium cyanide was the article wanted. Pharmacists certainly have to be discerning people!

A PRESCRIPTION.

To the Editors:

I attach hereto a copy of a prescription that I was called upon to dispense while in Des Moines, Iowa:

Tincture of aconite root	12 drops.
Phenazone	12 grains.
Spirits of nitrous ether	1 fluidounce.
Peppermint water	3 ounces.

I am anxious to know what the readers of the BULLETIN think of this prescription. Why does it turn green after the phenazone has been added? After standing a while, it turns dark and forms a precipitate. Whose fault is it, the doctor's or the druggist's? I have tried to compound it in different ways, but always with the same result. The doctor got "hot" over it, and claimed the fault to be mine. Was it? G. T. SIMMONS, PH.G.

Gilt Edge, Montana.

[NOTE BY THE EDITORS.—Phenazone, or antipyrin, forms a green color and precipitates with spirits of nitrous ether. This change is due to the formation of isonitroso-antipyrin, and cannot be avoided.]

A DISPLAY OF HOT-WATER BOTTLES AND CHEST PROTECTORS.

To the Editors:

Having read many descriptions of window displays in your magazine, I thought I would send you one which we lately exhibited, and which may be of some value and interest to your readers. The subject was hot-water bottles and chest protectors. The window was dressed so as to represent a small and cheerful room with an inviting fireplace and mantel. As a fire was necessary to complete the appearance, red paper, rolled like coal, was placed in the grate, and below it was sprinkled a small quantity of ashes which made it look like the real thing. Before the fire were spread rugs, which, together with the fire itself, gave an air of coziness and comfort to the scene. The mantel was draped with crêpe tissue paper and on it was placed a clock and two articles conducive to comfort—namely, tobacco and pipe. Above the mantel flowered crêpe tissue-paper made an excellent substitute for the wall-paper of the room.

At the sides of the fireplace two signs were hung which read as follows: (1) *"Warm Friends for Cold Weather—Hot Water Bottles."* (2) *"Chest Protectors."* By means of twine the hot-water bottles and the chest protectors were hung at different distances from the ceiling. Signs worded as follows were placed in prominent positions:

"A Warm Friend—One of Our Hot Water Bottles!"

"Catch Cold Easily? A Good Preventive is a Chest Protector."

"Sick or Well, a Hot Water Bottle is a Household Necessity."

The display was much admired and was a great success. It increased our sales in the goods shown. The materials necessary to make the fireplace and mantel are some boards for the sides, back, and top, and some heavy cardboard for the fronts, which, when painted red and striped with white, make a good imitation of bricks. Some black paper for the inside of the fireplace, and an iron grate, completed the equipment. HAMILTON BETHUNE.

Charlottetown, Prince Edward Island.

"SIXTEEN OUNCES TO THE POUND!"

To the Editors:

Having been asked several times by my customers if I gave twelve or sixteen ounces to the pound when selling drugs in large quantities (say one pound and upwards), and having explained each time that we gave sixteen ounces to the pound always, that we always used the avoirdupois weights in selling drugs from our front shop counter scales,

. . 16 Ounces in 1 Pound . .

People frequently ask us how many ounces there are in the pound weight that we use in our drug store. Some seem to think that we only give 12 ounces in one pound. We want to assure everybody that whenever they buy drugs at Pepper's Drug Store they will always get 16 ounces to the pound, no matter whether it is a pound of Pure Cream of Tartar, Epsom Salt, or any other drug or chemical.

. . . PEPPER'S DRUG STORE, . . .

WOODSTOCK.

If You Get it at Pepper's It's Good.

and that we only used the Troy weights, twelve ounces to the pound, in dispensing prescriptions, or weighing very small quantities of the more powerful drugs, I decided that I would advertise the fact to the people in my regular newspaper space, and so framed the accompanying advertisement.

J. T. PEPPER.

Woodstock, Ontario.

DEODORIZED TINCTURE OF OPIUM.

To the Editors:

I find the following note in last month's issue of the BULLETIN:

B. M. Overton describes in the *Pharmaceutical Era* "one of the simplest yet one of the handiest arrangements" that he has ever devised—a bottle which he uses in making deodorized tincture of opium. After exhausting the opium and reducing the percolate to the required amount the ether is added and the whole placed in a bottle to be shaken. The ethereal solution separates upon standing and the Pharmacopœia instructs us to pour it off. Here is where this bottle serves its purpose. About one-quarter inch above the junction of the ethereal and the aqueous solutions bore a hole, by means of a rat-tail file and turpentine, large enough to admit a No. 3 cork. (Of course, this bottle when so arranged will answer only for the same quantity each time.) Into this cork fit a piece of glass tubing about two inches long, closing the outer opening with another cork. Now fit the cork containing the glass tubing into the bottle, and after shaking sufficiently let stand until separation takes place, when, the outer cork being removed, the ether will nearly all drain out, and the aqueous contents will not be at all disturbed, which is almost an impossibility if one attempts to separate the two layers by pouring off the ether.

Now let me give you my way of separating the opium solution from the ether. When the combined aqueous and ethereal solution is ready to separate into aqueous and ethereal layers, pour it into a glass funnel which has a cork in the end. After the separation has taken place, simply pull the cork out gently and let the aqueous solution run out until the ethereal layer is reached. It is then only necessary to push the cork back in again, and the trick is done! There is no necessity of bothering to drill any holes in a bottle. I have followed this system for over forty years, and can speak from adequate experience. DR. WEATHERLEY.

Philadelphia, Pa.

A PRESCRIPTION.

To the Editors:

Here is a prescription which I received the other day for a child ten years old! It may interest the readers of the BULLETIN as showing some of the things that pharmacists have to contend with:

Fowler's solution .....1 ounce.
Water, q. s.....4 ounces.

Directions: Begin with ten drops and gradually increase to sixty and eighty drops.

What do you think of this?

THEODORE HEINRICH.

Ashley, N. D.

BUSINESS HINTS.

Utilizing Unsalable Stationery.—

A month or two ago we described in this department of the BULLETIN how Mr. Cooban, of Chicago, had utilized some unsalable "French organdie" stationery for advertising purposes. We are now in receipt of a communication from W. J. Malley, of Deseronto, Ontario, from which it appears that he has put to a similar use undesirable "Chippendale" note paper and envelopes. Only the first of the four pages contains printed matter. The subject of the advertisement is spices; and this is what Mr. Malley had to say on the subject:

MALLEY'S DRUG STORE, DESERONTO.

Pickles And the Spices You Should Use

Pickling has become a very important operation in every home, and it is quite natural that every good housewife wants her pickles to be as wholesome and tasty as possible—just a little nicer than her neighbor's.

It is annoying when, after giving much time and care to the preparation of these household necessities, the delicious flavor you expected them to have is lacking. This can invariably be traced to the use of Spices of inferior quality. Why be disappointed again?

If your recipe calls for Spices such as Garlic, White Mustard Seed, Allspice, Cloves, Cinnamon, Ginger Root, Mustard, Peppers —White, Black and Red, Cardamom Seed, Mace, Mixed Spices, Celery Seed, Coriander Seed, Turmeric, Curcuma, etc., get them at Malley's Drug Store, where you will always find a pure, fresh and complete stock.

Remember we have Corks and Rubber Rings, all sizes.

Deseronto, August 22, 1903.

Mr. Malley assures us that this advertisement, sent out under sealed postage, resulted in "an unprecedented sale of spices, corks, and rubber rings."

A Blanket Circular.—

A pretty fair example of a blanket circular comes to the BULLETIN from druggist Clark, of Fifth and Woodland Streets, in Nashville. It is 12 by 17 inches in its dimensions, and folds up into one-sixth that size so that it exactly fits into a No. 9 or 10 envelope. The section which serves as a cover when the circular is folded bears the simple and honest statement that *"This is one of Clark's advertisements. It will pay you to look it over."* Below are given the name and specific address of Mr. Clark. This is the only printing on the reverse side of the circular. The proper side is divided into nine advertisements, separated into sections by means of what printers call "rules." Each division is given up to the exploitation of some one article or line of articles, such as sick-room necessities, toilet preparations, hot-water bottles, prescriptions, tooth specialties, perfumes and toilet waters, stationery, brushes, and the like. The idea strikes us with considerable favor. You open the circular and there is the whole thing spread out before you. You can't miss it! Each advertisement, however, is made a distinct thing by itself through the use of the "rules," and is in effect a separate page, so that there is none of the confusion of attention which ordinarily results when so much matter is presented on a single sheet. As for the advertising text itself, it is tersely written, and definiteness is given by the presentation of particular articles with their prices. The BULLETIN would advise its readers to get out one of these blanket circulars some time.

A Christmas Letter Concerning Candy.—

The following letter speaks for itself. It was sent out last year by John Conrad & Co., proprietors of the well-known Kenwood Pharmacy in Chicago. The letter was printed on the regular business letter-head of the firm, and that style of type was chosen which simulates typewritten characters:

CHICAGO, Dec. 20, 1902.

DEAR MADAM:

We carry a complete line of pure fresh Candies, Chocolates, Bonbons, etc. Dinner specialties on short notice.

This Special Department is in charge of a candy expert, one who will pack boxes or baskets to suit you. If fresh goods, quality, and artistic packing count, we are sure to please you. May we not enter your order now for Christmas delivery?

We also carry original Allegretti's in 1, 2, 3, and 5 lb. boxes at 60 cents a pound.

Lowney's Chocolates, and Chocolates and Bonbons, in 1, 2, 3, and 5 lb. boxes at 60 cents a pound.

Chocolate Menier Croquettes, 10-25 cents; ½-lb. wooden chests, 25 cents a box.

Gibson's (English) Fruit Tabs, all flavors, at 40 cents a pound.

Velvets at 10 cents, 15 cents, 25 cents. Chocolate Molasses Chips at 40 cents a pound. Marshmallows at 60 cents a pound. "Boston Broken" at 25 cents a pound. "Kindergarten Mixed" at 40 cents a pound. Caramels at 40 cents a pound. Opera Sticks at 50 cents a pound.

Your inspection invited. Sincerely,

JOHN CONRAD & CO.

An Excellent Hot-water Bottle Adv.—

The following advertisement is reproduced from a little booklet entitled, "Good Health in Winter," gotten out by Walter H. Lyon, a well-known pharmacist of London, England. It seems to us excellent in the terse and valuable information which it conveys regarding hot-water bottles:

THE

Hot Water Bottle.

EVERY home should have a hot water bottle. It is a whole medicine chest in itself, and is so inexpensive that every family can afford to have one. Is baby about to have convulsions? Apply a hot water bottle to the spine. Does diarrhea destroy its happiness? Place the bottle on its abdomen? Has your little boy eaten unripe fruit? The dry heat will afford speedy relief. Think of the pain we endure, the headaches, the backaches, the rheumatism, the sciatica, and remember that heat applied to the afflicted part often gives rapid relief. When pleurisy or pneumonia sets in, the hot water treatment is so comforting, and so curative. Does a sprained ankle torment you? Flee to the hot water bottle. In toothache and earache it is almost a specific. In congestions and inflammations it is a boon that no one who has once tried it will ever be without. A square bottle is the most useful, but, in addition, a long bottle for the spine should be purchased and kept in a handy place.

BEST QUALITY RUBBER BOTTLES.

I sell at low prices.

REGULAR SIZES, 3/6, 3/9, 4/-. SPINAL, 4/-.

An Uncommonly Effective Folder.—

A very clever little folder comes to the BULLETIN from the Jackson Drug Co., of Shenandoah, Iowa. It would seem that this company enjoys a considerable business in newspapers and magazines. Its news-stand department is evidently a very successful one. The folder in question is devoted to this side line. On the cover is a picture of a tin pail from which water is dripping through a hole in the bottom. The reader is informed that *"The news will leak out!"* On one inside page is a list of the morning, evening, and Sunday papers carried in stock, together with their daily and weekly prices; and on the other page it is declared that

"The season is here when you will have plenty of time to read. There will be those stormy evenings when you will not care to come down-town after your paper. There will be that cold Sunday when you would like to sit by the fire and read the last magazine or book if you could only get it without coming down-town. Here is where we wish to offer you our services. Call us up over either 'phone, or leave your order at the store, and our newsboys will deliver the goods with no extra charge to you."

On the rear cover something is said about "Our Circulating Library." The folder as a whole is most excellent. In the first place, only one subject is discussed. Secondly, there is a minimum of text, the advertising matter being boiled down into terseness of statement. Thirdly, the design of the cover, already described, tells its story at a glance. And finally, the typography, press-work, and quality of stock are alike superior.

If advertising is worth doing at all, it is worth doing well!

One Way of Advertising.—

Burnside & Hubbard, of Waucoma, Ia., recently took this means of reminding their patrons that they should avail themselves of the first opportunity to pay their bills:

ANOTHER SONG FOR THE PIONEER DRUG STORE.

Ladies and gentlemen whom our customers comprise,
We are about to say some things which may open the eyes.
We have told of low prices and bargains that surprise,
In drugs, books, wall paper, paints—which we keep supplies.

And we here wish to tell you that we laid in a stock
For a big season's business—bought down to the rock.
Now these goods have come along in each separate lot,
So we must up and pay for them—we much need the spot.

Will any who owes us help us in this our time of need?
If convenient, settle at the store; if not, our agent heed.
For if we keep at business and sell you cheap indeed,
Accounts must be adjusted; to this it is agreed.

A Headache Window.—

A late window display of Major Ed. J. Rodgers, of Port Huron, Michigan, attracted much attention any many compliments. The windows were prettily draped with lace curtains and on the side walls hung a number of handsome pictures. In one window were two female figures in wax, with hair dressed in latest fashion, and each wearing a beautiful white shirt-waist. One was smiling and happy; the other had a wry face and a bandaged head. An inscription explained the pain of the latter and the smiles of the former. It read "Oh! What a headache. Take Rodgers' Anti-ache and cure it." Many packages of the goods were displayed. In the opposite window was a life-size figure of a baby in a go-

cart, and around it were artistically arranged infant necessities such as puffs, puff-boxes, brushes, combs, nursing requisites, etc.

A Prize Winning Display.—

The display shown in the accompanying illustration was executed by J. R. Noll, of Fort Wayne. Ind. The engraving appeared last month in *The Window Trimmer* of Chicago, and is now presented in the BULLETIN through the courtesy of our contemporary. The subject of the display was Paine's Celery Compound. The two bases on either side of the window were made of boxes, and the columns of strawboard, as were also the capitals and the large

bottles on the top. All were painted with calcimine in order to bring out the desired effects. The background was a painted scene, and the electrical display of lightning was obtained by the use of a flasher. The colors used in the work were white and purple. Artificial leaves and flowers were twined around the columns. Finally, it only remains to be said that the window drew for Mr. Noll a prize of $150.

Christmas Greetings to One's Patrons.—

Many druggists follow the practice of wishing their customers a "Merry Christmas," or a "Happy New Year." It does no harm, and in some instances it may possibly do good. At any rate it is a gracious greeting which many people appreciate. Here, for instance, is a card sent out last year by the Burke Drug Co., of Marlboro, Mass.:

A Merry Christmas
TO YOU AND YOURS.

MAY the day be pleasant, the dinner good, the goose done to a turn, the pudding hot, with the right kind of sauce. May you receive as gifts the things you most desire, and may the day be as it should, the most enjoyable one of all the year.

BURKE DRUG COMPANY (Incorporated).
Manufacturing Retail Druggists, 198 Main St, Marlboro, Mass.

ANOTHER CHRISTMAS GREETING

was in the form of a typewritten letter sent out to physicians by John Conrad & Co.—the Chicago druggists, who have already been mentioned in the foregoing:

CHICAGO, Dec. 20, 1902.

DEAR DOCTOR:

It is our aim at all times to keep up to, if not ahead of the procession.

Our stock of pure drugs and chemicals is very complete and is constantly being added to. If good material and conscientious compounding count for aught, we feel that we merit your confidence and a share of your patronage.

Wishing you a Merry Christmas and a happy and prosperous New Year, we are, Sincerely,

JOHN CONRAD & CO.

Any Flies on Him?—Several!—

Here is a bit of verse which a friend sends in to the BULLETIN, and which may be appropriately presented in this place:

"He sat at his door at noonday, lonely and glum and sad;
The flies were buzzing about him, led by a blue-winged gad.
Not a customer darkened his portal, nor a sign of business was there;
But the flies kept right on buzzing about the old man's hair.
At last in misery he shouted: 'Great Scott! I'm *covered* with flies;'
And the zephyr that toyed with his whiskers said: 'Why don't you advertise?'"

PRACTICAL PHARMACY.

Concerning the Paste Pot.—

In a paper read before the new York State Pharmaceutical Association W. A. Dawson expressed the opinion that the best of all receptacles for label paste is the old fashioned, turned-in-edge soda-water glass —the old original soda tumbler of Matthews's in vention. The paste should be made with the finest wheaten flour, with ten per cent of white dextrin added and well cooked, and the brush should be a one-inch, flat, bristle varnish brush, "water-proof fastened." A place for the paste-pot in use is made by boring a hole with an extension bit in a shelf wherever convenient; the hole being of a diameter that will admit the lower half of the tumbler. Covers slightly larger in diameter than the tops of the tumblers are cut from very heavy cardboard boxes, the center scored star-shaped, and the handle of the brush pushed through it, the points of the star holding the brush handle at any desired height. The superiority of such home-made pots over any patent paste pot is in their cleanliness. A small amount of paste, only enough to last a day or two, is placed in the glass, and when this is used up or the pot becomes soiled, it is replaced with fresh paste in a clean glass with a clean, dry brush and a new card cover. And the dirty glass and brush are put to soak, afterward cleaned and dried and placed with the reserve stock of tumblers and brushes, those in reserve being equal in number to those in use. Nearly every old-established pharmacy has some of these old-time soda tumblers tucked away in a dark corner of the cellar or storeroom, or, if not, they are still to be found listed by the dealers in fountain supplies.

Elixirs Containing Bismuth.—

John L. Godwin, of St. Louis, offers (*Western Druggist*) these formulas as improvements over those in the National Formulary:

ELIXIR OF PEPSIN, BISMUTH, AND STRYCHNINE.

Pure pepsin (U. S. P.)	64 grains.
Strychnine sulphate	1¼ grains.
Glycerite of bismuth and sodium tartrate	2 ounces.
Water	2 ounces.
Aromatic elixir, enough to make	16 ounces.
Tincture of curcuma	enough to color.

Dissolve the pepsin in the water and the strychnine in the elixir, mix the two solutions and add the glycerite of bismuth and sodium tartrate. Lastly, color and strain. In some instances it may be necessary to filter, but it is seldom the case.

ELIXIR OF LACTATED PEPSIN AND BISMUTH.

Pepsin (U. S. P.)	75 grains.
Pancreatin, pure	8 grains.
Diastase	8 grains.
Glycerite of bismuth and sodium tartrate	2 ounces.
Glycerin	2 ounces.
Water	2 ounces.
Tincture of cudbear	2 drachms.
Aromatic elixir, enough to make	16 ounces.

Mix the water and glycerin, and to this add the digestive ferments, let stand until dissolved, then add the aromatic elixir, bismuth solution and tincture of cudbear. Filter through a wetted filter.

ELIXIR OF LACTATED PEPSIN, CALISAYA, IRON, AND BISMUTH.

Iron phosphate	128 grains.
Compound pepsin powder (without acid)	320 grains.
Glycerite bismuth and sodium tartrate	2 ounces.
Water	1 ounce.
Elixir calisaya, detannated, enough to make	16 ounces.

Dissolve the iron in the water and add to the detannated elixir of calisaya; then add the glycerite of bismuth and sodium tartrate. Lastly, add the compound pepsin powder. Shake during 24 hours and filter.

Some of Hudnut's Prescription Rules.—

The following are special rules for the prescription department observed in Hudnut's large pharmacy, at 925 Broadway, Greater New York (*Pharmaceutical Era*):

"All cachets must be invariably dispensed in boxes large enough to admit of a layer of cotton above them.

"For doses of antipyrin, phenacetine, sulphonal, etc., cachets must be recommended in preference to powders and their advantages explained.

"Iodoform and all foul-smelling drugs in prescriptions must be dispensed in the basement and never opened in the store.

"Persons not connected with the store, except physicians, are not allowed behind the prescription counter.

"If there is any doubt about what a doctor has intended in a recipe, it must be sent to him for explanation before dispensing. In any case always refuse a prescription rather than put up one about which there is a doubt either as to ingredients or dose.

"In repetitions of prescriptions, new labels must always be placed on the packages or containers.

"In liquid prescriptions, always look through them to the light before sending out to see that they are clear and free from specks, stain, etc. Pass them through cotton, wherever it is possible without interfering with therapeutic value.

"Errors in compounding or delivering prescriptions must be immediately reported to the proprietor by whoever has same brought to his notice. Any one detected in trying to hide a mistake, made either by himself or another, will be liable to immediate discharge."

Improved Formula for Soft Soap.—

In following the official formula for this preparation, Geo. M. Beringer (A. Ph. A. paper) has found that the linseed oil is not readily saponified, and that in order to obtain a fair product the amount of potassa and alcohol used is greatly in excess of that directed. By experimentation he evolved the following successful formula:

Linseed oil	40 Gm.
Malaga olive oil	40 Gm.
Potassa	19 Gm.
Alcohol	10 Cc.
Water	60 Cc.

Warm the mixed oils on the water bath to 70° C.; dissolve the potassa in the water and warm this also to 70° C., and add this to the oils and stir thoroughly. Now add the alcohol, and as soon as this is thoroughly incorporated stop stirring. Continue the heat at this temperature for a short time until saponification is complete, which is evidenced by the mass becoming clear and a portion dissolving in boiling water or alcohol without the separation of oil globules. The finished product will weigh about 140 grammes.

If the above directions are followed, the resulting soap is an almost transparent, smooth, greenish-yellow mass, but if stirring is continued after the addition of the alcohol until the saponification is completely effected, then the resulting soap is opaque from included air. Other oils than the Malaga olive oil were tried, such as cottonseed and hemp, but the Malaga oil product was in all respects most satisfactory. Particularly was its detergent quality superior: the foam which it produced lasted much longer than that of the other products.

Tincture of Kino.—

In a paper read at the last meeting of the Pennsylvania Pharmaceutical Association Frederick E. Niece asserted that the following formula furnishes a preparation that is all that can be desired in keeping qualities: Kino, 4.5 ounces; alcohol, 25 ounces; water, 7 ounces; and glycerin, 13 ounces. Reduce the kino to a fine powder; add to it by mixing about 10 ounces of large, well-washed bird-gravel. Place this into a suitable wide-mouthed vessel and add the alcohol and water previously mixed. Macerate for two weeks, occasionally stirring with a wooden implement, keeping the vessel well covered. Allow this to stand two days, after two weeks of maceration, without agitation, and pour off the supernatant liquid, passing through a pleated filter; to the filtrate thus obtained add the glycerin by agitation. Fill a bottle with the entire amount, cork well, allow to stand a few days, then pour the tincture off carefully into eight-ounce bottles, which should be well filled and well corked with paraffined corks. Store the product in a cool, dark place.

Hints for Serving Hot Drinks at the Fountain.—

Always serve a small glass of shaved ice with hot drinks made from water, and cream with any beverages made of hot milk (*The Soda Fountain*). Never garnish a hot milk or chocolate with anything but whipped cream. Plain hot drinks, such as hot sparkling Kitro, etc., always look best when finished with a slice of lemon. Have your service articles attractive, as much of the popularity of the beverage depends upon how it is put up. In dispensing, first put sufficient cream into the cup, then coffee or chocolate syrup enough to nearly fill the cup; add hot water from the draught tube, and stir with a spoon. A pitcher of cream should be kept on the counter to reduce the temperature if necessary. Many dealers use whipped cream as an attractive addition. Some dealers serve chocolate and coffee as finished drinks, some prefer to serve cold syrups, depending on boiling water for the necessary heat, and some serve hot syrups. Don't keep on hand too great a supply of syrups, etc. Make them often and keep them fresh.

"Glauber's Salt".—Whence the Name?—

The popular name for hydrous sodium sulphate has in it a suggestion of the medieval alchemist's dream of the philosopher's stone, and his futile search for a method of transmuting the baser metals into gold. Thus observes M. I. Wilbert in an A. Ph. A. paper. Johann Rudolf Glauber was born at Karlstadt, Bavaria, in 1604. He was one of the class of alchemists that began to see the greater possibilities in the practical use of the knowledge that had been gathered in the futile search for the

philosopher's stone, and may be considered one of the first of the modern school of chemistry. He was quite a voluminous writer on chemical subjects. The hydrous sodium sulphate, discovered in 1658, was called by Glauber "sal mirabile," and was at first thought to be identical with the "sal enixum" (potassium sulphate) of Paracelsus. Glauber died at Amsterdam in 1668.

Lead Ointment.—

Julian L. Waller (*Merck's Report*) says that the great trouble most pharmacists have with this ointment is due to not removing the crust from the outer part of the lead plaster. He won the confidence of a reputable skin specialist in 1895 in San Francisco simply by making for him the preparation according to the following formula:

Lead plaster	16 ounces.
Petrolatum	6 ounces.
Linseed oil	2 fluidounces.
Oil of lavender	4 fluidrachms.

Melt the lead plaster in a water-bath and add balance of the ingredients.

This will always remain soft.

If the lead plaster be too old, do not use it at all, because it might be all crust and hard.

Incompatibilities of Protargol.—

Protargol is soluble in water, almost insoluble in alcohol, slightly alkaline to litmus (E. A. Ruddiman in an A. Ph. A. paper). In aqueous solution it gives precipitates with lead acetate, zinc sulphate, silver nitrate, alum, ferric chloride, mercuric chloride, dilute hydrochloric acid, dilute acetic acid or quinine bisulphate. It does not give a precipitate with Mayer's reagent. It decolorizes potassium permanganate. It gives no precipitate with sodium or ammonium chloride or albumin.

The Devisor of Griffith's Mixture.—

This preparation, says M. I. Wilbert in an A. Ph. A. paper, is the anti-hectic or tonic mixture of Dr. Moses G. Griffiths, who was born in 1720. Griffiths studied at Leyden, where he obtained his degree of M.D. in 1744. He practiced for a number of years in London, from whence he removed to Colchester in 1768, where he wrote his "Practical Observations on the Cure of Hectic and Slow Fevers and the Pulmonary Consumption," which was published in 1776.

NEW REMEDIES.

Chinaphenin.—

Chemically, this is the quinine carbonic acid ester of phenetidine. It is a synthetic compound of quinine and phenacetine, and is claimed to combine the effects of both, being used in whooping-cough, typhoid fever, pneumonia, and neuralgia. Favorable effects have also been reported from its use in malarial cases. It is a white, tasteless powder, very insoluble in water, but easily dissolving in alcohol, ether, chloroform, benzol, and acids, forming salts, however, with the last. The dose for adults is five to ten grains, two or three times daily; for children, two to five grains according to age.

Citarin.—

This has been brought out by the Farbenfabriken of Elberfeld Co. as an anti-lithemic in gouty and chronic rheumatic conditions. The field of indications for citarin includes that large class of disorders comprised under the general name of the uric acid diathesis. The remedy is claimed to be well tolerated and free from any irritating action. It is a white crystalline powder of an agreeable, slightly acidulous taste, easily soluble in water, but almost insoluble in alcohol and ether. The dose ranges from fifteen to thirty grains, three to four times daily. When dissolved in sweetened water, the drug is very agreeable to take, having a lemonade-like taste.

Mesotan.—

This is the methyloxymethylester of salicylic acid, and occurs as a clear yellow fluid miscible with alcohol, ether, and the fixed oils. The drug seems to be readily absorbed by the skin, to which it may be applied in the pure state, except in cases of unusual sensitiveness. It may be applied externally in mixtures composed of equal parts of olive or castor oil. Salicylic acid soon appears in the urine after the application of the drug, which is used either alone or in combination with aspirin or the salicylates. It is claimed to be almost a specific as a local analgesic in muscular and articular rheumatism.

Sulphydral.—

Trade name for a preparation claiming to be a prophylactic as well as cure for a long list of diseases. Said by *Pharmaceutische Centralhalle* to be, mainly, calcium sulphide.

BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

A New Saccharine Plant.—

The Technical Review of Berlin states that a plant has recently been found in South America which contains a considerable quantity of saccharine matter, is not fermentable, and possesses an unusually strong saccharine taste. The plant is of the same genus as the German Kunigundenkraut (*Eupatorium*), is herbaceous, from 8 to 12 inches high. The chemist Bertoni considers this plant as of highly important value from an industrial standpoint on account of its natural sugar properties, which are of a high percentage. Its scietntific name is *Eupatorium rebandium* [*E. repandum?*]. According to experiments made by the discoverer, the director of the Agricultural Institute at Asuncion, this interesting plant is said to yield a sugar which is from twenty to thirty times as sweet as ordinary cane or beet sugar.—RICHARD GUENTHER, in Consular Reports.

Red Elderberry.—

The red elderberry, *Sambucus arborescens,* of the Pacific slope has been under investigation by H. G. Byers and P. Hopkins (*Pharmaceutical Journal*). The oil, which was obtained by pressing the fruit, was extracted with ether. The purified oil was found in general characters to closely resemble olive oil.

Cure for Tobacco Habit.—

According to the *National Druggist,* the bark of the tulip tree, *Liriodendron Tulipfera* Lin., is a very good cure for the tobacco habit. A small piece of the inner bark is chewed whenever the habitué has a desire to chew or smoke. The bark is also used considerably as a febrifuge and tonic in malarial fevers.

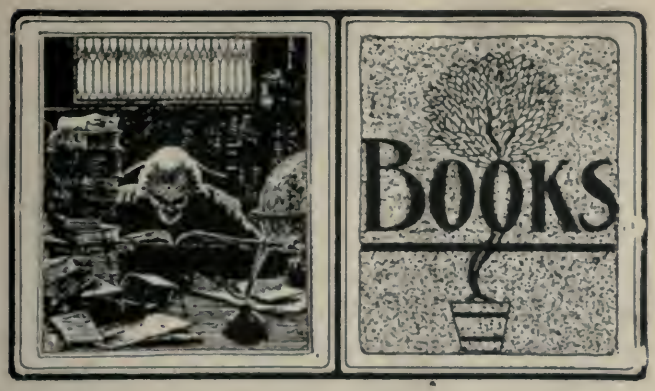
Medicinal Plants Used by the Indians of Montana.—

It is reported that Dr. J. W. Blankenship, botanist of the Montana Agricultural College at Bozeman, is making a collection of all the plants used as medicines by the Indians of Montana. This collection will form part of the Montana botanical exhibit for the Louisiana Purchase Exposition at St. Louis next year, of which Dr. Blankenship will have charge. When the collection is complete it will be a very valuable one, both historically and scientifically. Dr. Blankenship says that the Indians learned just what berries and plants were poisonous, and that some of the herbs used by them are of great medicinal value. He further says that in years past the Indians cultivated the sunflower and used the seed for making bread. They also cultivated wild tobacco plant, of a narcotic basis, but weaker than the commercial tobacco plant of to-day.

Gunning and Botanizing.—

A correspondent tells the *London News* that being at Palling, in Norfolk, he asked permission of a local marsh owner to walk over his meadows. "What for?" he wanted to know. "Oh, to do a little botanizing," was the reply. There was a pause while the landowner scratched his head. Then, slowly and suspiciously, "Not with a gun?"

A BOTANICAL STUDY.—This comes to us from Oswald H. Sargent, of York, West Australia, with whose photographic work the readers of the BULLETIN are already familiar. The plant shown is *Anigozanthus Manglesii*, commonly known as the "kangaroo-paw." Mr. Sargent says: "I feel certain that this will interest your readers. The whole genus, consisting of about half a dozen species, is endemic in West Australia. The flower-scapes of this particular species are thrown up to a height of about three feet. The perianth is richly colored, being a deep green with a scarlet base. Its 'wooliness' gives it a very beautiful appearance."



The American Pocket Medical Dictionary. Edited by W. A. Newman Dorland, M.D., Assistant Obstetrician to the Hospital of the University of Pennsylvania. Containing the pronunciation and definition of the principal words used in medicine and kindred sciences, with 566 pages and 64 extensive tables. Flexible leather, with gold edges, $1.00 net; with thumb index, $1.25 net. Philadelphia, New York, London: W. B. Saunders & Company, 1903.

In this little work, now in its fourth edition, we have a pocket dictionary surpassed by none on the market. It is a wonder to us how the editor has gotten so much information in so small a space. In this edition several thousand of the newest terms appearing in recent medical literature have been added, and the entire work subjected to a careful revision. Since the work has come to us for review, we have had many occasions to refer to it for definitions of new words, and in no instance have we been disappointed. We believe the work in its new form will meet more fully than ever a real demand on the part of physicians and students. Dr. Dorland's larger dictionary was reviewed on this page in the November BULLETIN.

BULLETIN OF THE LLOYD LIBRARY.

"Bulletin No. 6" has recently been issued, and is in many respects one of the most interesting and important of the series. It is a reproduction of the "Materia Medica Americana" of Johann David Schöpf. In an introductory chapter contributed to the volume by Dr. Edward Kremers the reader is informed that Schöpf was born in 1752 in the Bavarian town of Wunsiedel, made famous eleven years later by becoming the birthplace of Germany's great man of letters, Jean Paul Richter. Coming to America during the revolution as army surgeon among the Hessians who assisted the English, Schöpf became much interested, as a physician and naturalist, in the American materia medica. The war ended, he obtained permission to remain in this country for the purpose of travel and study, and made a pretty thorough investigation. The "Materia Medica Americana" was published soon after his return to Bavaria, and Dr. Kremers observes that "it is one of the prime sources of information for the historic student of to-day." Indeed, the writings of the early students of American materia medica, such as Barton, Cutler, and Rafinesque, refer constantly to Schöpf's work and are doubtless largely based upon it.

It is interesting information that this book, important and valuable as it is, was not to be found by the Lloyd Library in America. Dr. Charles Rice finally borrowed a copy in the library of Erlangen, Germany. This was pen copied, but afterwards Dr. Rice found a copy in Italy, which he purchased and presented to the Lloyd institution. It is this copy which is the original of the *facsimile* represented in "Bulletin No. 6." Schöpf's "Materia Medica Americana" is considered by the Lloyd Library to be the rarest of American works bearing on the subject of our medicinal plants.

In connection with "Bulletin No. 6" the Lloyd Library has also sent out "Mycological Notes" Nos. 10, 11, 12, 13, and 14. These are of course contributed by C. G. Lloyd. The numerous plates are admirably executed, and the "Notes" will prove valuable to every one interested in mycology.

"Bulletin No. 6" will be furnished at $1.00 per copy by the Lloyd Library, Cincinnati, Ohio.

THE FIRST VICE-PRESIDENT OF THE N. A. R. D.—Mr. E. H. Wolff is well known throughout the country as president of the Wolff-Wilson Drug Co. of St. Louis—a firm which has one of the largest businesses in the United States, and which incidentally enjoys a considerable wholesale trade as well. Mr. Wolff was elected first vice-president of the National Association of Retail Druggists at the Washington Convention in October.

THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY; *P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."*

Worm Medicine.

C. F. S. wants advice on the following formula for a worm medicine, particularly as to the dose, the use of listerine, and the use of a tonic in connection with the formula:

Santonine	2 grains.
Fluid extract of senna	2 fluidrachms.
Fluid extract of spigelia	2 fluidrachms.
Fluid extract of licorice	2 fluidrachms.
Listerine	1 fluidrachm.
Simple syrup, enough to make	2 fluidounces.

Dose: Child one year old, ¾ of a teaspoonful; two years old, 1 teaspoonful; four years old, 2 teaspoonfuls, to be repeated two or three times a day, and continued for three days if necessary.

The formula and doses are all right. We can see no particular benefit from the small amount of listerine present; however, it can do no harm and its antiseptic properties may be of some benefit, although our medical adviser says he cannot see any occasion for its use in this connection. The tonic part of a vermifuge is more in the name than in the medicine; a vermifuge is only used a few times, and a tonic is therefore superfluous.

Here is a formula that is used a great deal, is popular, and gives satisfactory results:

TONIC VERMIFUGE.

Male-fern root	4 ounces.
Anise seed	1 ounce.
Pink root	1 ounce.
Cape aloes	120 grains.
Potassium carbonate	80 grains.
Culver's root	¼ ounce.
Glycerin	6 fluidounces.
Alcohol	6 fluidounces.
Water	6 fluidounces.

Grind the drugs to a coarse powder, moisten with 3 ounces each of the glycerin and alcohol, pack in a percolator and pour on the remaining liquids, in which the aloes and the potassium carbonate have previously been dissolved. Allow to stand forty-eight hours and percolate, adding enough water through the percolator to make one pint.

The dose would be one-half to two teaspoonfuls, once or twice a day, according to the age of the child.

A Lotion for Chapped Hands.

J. A. S.—The most satisfactory preparation of this kind that we have ever used is our "Cooling Cream," the formula for which was published in the BULLETIN of 1901, page 463. As we believe we have since improved the formula, some we reproduce it:

COOLING CREAM.

Quince seed	2 ounces.
Boric acid	32 grains.
Starch	2 ounces.
Carbolic acid	80 drops.
Glycerin	30 fluidounces.
Alcohol	24 fluidounces.
Oil of lavender	80 drops.
Oil of rose	20 drops.
Extract of white rose	2 fluidounces.
Tincture of benzoin	4 fluidrachms.
Water, enough to make	1 gallon.

Dissolve the boric acid in four pints of water and in this macerate the quince seed for three hours, strain through muslin with pressure, shake well, and strain again without pressure. Heat together the starch and the glycerin until the starch granules are all broken; this is best accomplished in an enameled vessel, over a hot fire, heating quickly, and stirring continuously with a piece of smooth, white pine. This is important, as the product is easily scorched, and thus discolored. When the mixture becomes thick and takes on a semi-transparent appearance, remove the vessel from the fire and set it in a pan of cold water. When cool, add the carbolic acid, and the quince-seed mucilage. Dissolve the oils, extract, and tincture of benzoin in the alcohol, add the mixed glycerite and mucilage, shake well, and strain through muslin.

This will produce an elegant preparation, and is a great seller with us. We give out sample bottles with a circular calling attention to its merits, and each sample invariably makes a customer. We refer you to page 463 of the BULLETIN of 1901, where you will find "copy" for the label, as well as other information that may be of service to you.

Shampoo Paste.

After trying all kinds of ready-made soaps in preparing a shampoo paste, and various schemes for retaining them in a soft condition, and after our barber had pronounced each one "no good," we concluded that the only alternative was to make our

own soap. This we did, and had the satisfaction of seeing a heavy head of hair loom up like a cotton-field. Our tonsorial friend declared it a success! It is not difficult to make, and is comparatively cheap:

Cocoanut oil	1 pound av.
Potassium hydrate	2 ounces av.
Potassium carbonate	1 ounce av.
Oil of rose geranium	10 drops.
Oil of bergamot	30 drops.
Distilled water	a sufficient quantity.

Melt the cocoanut oil in a porcelain or enameled iron vessel; dissolve the potassium hydrate in eight fluidounces of distilled water, and add gradually with constant stirring to the hot oil. Continue the heat and stirring until saponification is complete. (Use a wooden spoon, or a piece of thin pine.) The end comes suddenly, a thick, jelly-like mass forming; have ready to use at this point the potassium carbonate dissolved in four fluidounces of water, add it to the soap, continue a gentle heat, stir until the paste or jelly is uniformly smooth and creamy, incorporate the oils and allow to cool, when it is ready for use.

If a tar shampoo is desired, add one fluidrachm of oil of tar instead of the perfume.

Headache Powders; Liquid Corn Cure.

"A Subscriber."—You will find on page 393, September issue of the BULLETIN, a formula for a headache powder contributed by Mr. Cunningham and used by him with success. We think the formula a good one—much better than the one you submit.

You should have a ten-cent and a twenty-five-cent package, the former an envelope, and the latter a box. Be careful not to use the word "harmless" in getting out your labels or circulars. No headache cure is *always* free from danger! There seems to be some difference of opinion as to the physiological action of the headache remedies, but it would appear that they either congest the blood, lessening the pressure on the brain, or exert some deadening effect on the nerves of sensation. In either case, depressing the heart, the return of the venous blood from the extremities is retarded, and serious and even fatal results sometimes follow. In such cases if the label bears the word "harmless," there is a good peg to hang a damage suit on; better have a caution notice about taking the powders too often! The second powder may be taken in twenty to thirty minutes, but after that an hour or even three hours had better elapse before the dose is repeated.

LIQUID CORN CURE.

Salicylic acid	1 ounce.
Fluid extract of cannabis indica	1 fluidounce.
Alcohol	2 fluidounces.
Flexible collodion, enough to make	8 fluidounces.

Mix.

This should be bottled in two-drachm, wide-mouth, square bottles, with a small brush inserted in the end of the cork.

The directions should be: "Apply to the corn three or four nights; then soak the foot in hot water for five minutes, when the corn will peel off. Sometimes a second application may be necessary."

A Hair Tonic.

A. D. T. wants to know if the formula for a hair tonic published in the BULLETIN for April, 1901, produces a clear preparation.

It will if allowed to stand long enough, but it may take two or even three months, and owing to this fact we have recently revised the formula, cutting out the balsam of Peru, and substituting quinine for the tincture of cinchona:

Oil of rose geranium	1 fluidrachm.
Oil of sweet orange	4 fluidrachms.
Oil of bergamot	4 fluidrachms.
Tincture of cantharides	2 fluidounces.
Quinine sulphate	1 drachm.
Soap liniment	7 fluidounces.
Alcohol	8 fluidounces.
Cologne	16 fluidounces.
Cudbear	2 drachms.
Brandy, enough to make	1 gallon.

Dissolve the oils and quinine in the alcohol; add to the other ingredients. Allow to stand twenty-four hours and filter.

Toothache Gum.

L. E.—The basis of all the so-called gums is beeswax or paraffin, and the medication may be varied at will:

(1)	Morphine sulphate	8 grains.
	Oil of cloves	12 minims.
	Yellow wax	80 grains.

Melt the wax, and while cooling incorporate with it the oil of cloves and morphine, and make into 100 pellets.

(2)	Paraffin	94 grains.
	Burgundy pitch	800 grains.
	Oil of cloves	½ fluidrachm.
	Creosote	½ fluidrachm.

Melt the first two ingredients, and when cooling add the creosote and clove oil. This may be made into small pellets or cones, or absorbent cotton may be immersed in the melted

mass and rolled into cylinders, these being then cut into convenient lengths. When used, a small piece is clipped off, warmed, and packed into the cavity of the tooth.

These two formulas are types of all, and you can add to or take from them to suit your requirements.

Shampoo Paste.

J. E. K.—You will find an excellent formula for a shampoo paste elsewhere in this department. The sample you send seems to be a little different, and we will look into it. You are too late for this month, however. We wish you would try the formula we give this month and let us know what success you have with it.

A Corn Cure; A Liniment.

S. R.—For a corn cure see answer to "A Subscriber." A good liniment formula will be found under the head of "Contributed Formulas" elsewhere in this department.

Contributed Formulas.

TOOTHACHE TINCTURE.

(A. J. Parker, Hounslow, England.)

Chloral hydrate	½ ounce.
Menthol	1 drachm.
Oil of cloves	2 fluidrachms.
Alcohol, enough to make	1 fluidounce.

Triturate the chloral hydrate and menthol together to form a clear liquid, then add the oil of cloves and the alcohol. The product may be applied to the tooth on a small piece of cotton, or it may be rubbed on the gums with the finger. The tincture probably owes its efficiency largely to the fact that the chloral, in contact with the alkaline blood within the gums, is decomposed, causing the liberation of chloroform.

Mr. Parker speaks very highly of this formula; he says it has cured some very obstinate cases where other remedies had afforded no relief.

WHITE LINIMENT.

(C. R. Burnette, Mt. Blanchard, Ohio.)

Olive oil	1 fluidounce.
Turpentine	1 fluidounce.

Mix, and add

Ammonia water	1 fluidounce.

Mr. Burnette says this is the best of all white liniments. He puts it up in three-ounce bottles and sells at 25 cents.

QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN *of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.*

The Purification of Lard.

G. D. R.—Lard is usually purified by melting it on a water-bath and straining it first through linen and then through paper in a warm closet. Lard may be rendered quite inodorous by melting it, when fresh, by means of a salt water bath, adding a little alum or common salt, continuing the heat until a scum rises, skimming this off, and, after the lard has concreted, separating the saline matter by washing thoroughly with water. Quicklime is sometimes used to render it whiter, but this unfits it for medicinal employment. Lard which has a light olive brown color is quite likely to be adulterated with cotton-seed oil. Even one per cent of sophistication will cause a distinctly perceptible change.

Baking Powder.

A. G. C. & Co.—An excellent formula for baking powder was printed on page 174 of the BULLETIN for April of the present year. A cheaper powder can be made after the following formula, but it will not be found anything like as satisfactory:

Ammonium carbonate, crystalline	6 ounces.
Tartaric acid	½ pound
Alum	1 pound.
Sodium bicarbonate	1½ pounds.
Starch (or flour or potato farina)	2 pounds.

The ingredients must be pulverized and sifted separately, dried at a very low temperature, mixed in a perfectly dry room, and immediately packed with great pressure into receptacles and sealed airtight, to prevent, as nearly as possible, the loss of ammonia.

A Formulary for Druggists' Use.

J. J. Q.—Two good formularies are the "Era Formulary," published by D. O. Haynes & Co., of 8 Spruce Street, New York, and the "Standard Formulary," published by G. P. Engelhard & Co., of 358 Dearborn Street, Chicago. The drugs needed for the formulas which you mention can be secured of any jobber.

A Phosphorus Prescription.

A. J. H. wants to know the proper method of dispensing the following prescription:

Phosphorus .....1/20 grain.
Cod liver oil.....4 ounces.

Mix and use as directed.

The amount of phosphorus indicated is evidently an error. Twenty grains, and not 1/20 of a grain, must have been intended. This would have made approximately a one-per-cent mixture, which is the strength in which phosphorated oils are ordinarily employed. As for dispensing the prescription, one simply has to dissolve the phosphorus in the oil, in which it is soluble in about seventy times its own weight.

Liquid Bluing.

C. F. H.—Pulverize 8.3 parts of solid indigo in a porcelain dish, and add 33 1-3 parts of sulphuric acid. Let it stand for six hours with frequent stirring with a wooden or glass rod, and pour into a flask containing one-half gallon of water, not too cold. Throw powdered chalk into the flask until effervescence ceases, in order to remove the sulphuric acid, which is injurious to the clothes. The whole is then allowed to stand quietly for a few days, then filtered through blotting paper, and can be kept for years without fear of spoiling.

Bookkeeping Methods for the Druggist.

J. C.—The system of bookkeeping known as "Abbott's Epitome" is published by the Tenkwall File and Ledger Co., of Chicago, Ill. Regarding methods of bookkeeping suitable for the use of druggists, let us refer you to two excellent articles on the subject which have already appeared in the BULLETIN: one by C. G. Buchanan, on page 145 of the BULLETIN for April, 1902, and the other by E. H. Beach, editor of the *Bookkeeper*, on page 192 of the BULLETIN for May, 1901. You doubtless have these copies in your BULLETIN file, but if not the publisher of the BULLETIN will furnish them at ten cents each.

Dyeing Tapestry.

H. F. M.—The subject of the dyeing of tapestry is too technical a one, and would involve too extensive treatment, to be discussed in these columns. We would refer you to the *Scientific American*, of New York City.

Sulphur in a Toilet Preparation.

I. W. wants to know how the following prescription for a face lotion may be so dispensed as to result in a clear solution:

Zinc sulphate .....2 drachms.
Lac sulphur .....2 drachms.
Sulphurated potassa .....2 drachms.
Rose water, enough to make.....4 ounces.

The prescriber did not intend this to result in a clear solution. What he had in mind was a toilet preparation in which the sulphur should be evenly distributed throughout the mixture by shaking just before using. This sort of thing is very common with toilet preparations.

Irritating Action of Carbon Bisulphide.

A. M. S. is very anxious to know what happens when carbon bisulphide is dropped on an animal's back! We hope he has not been performing any physiological experiments of this sort, or that he has not been trying to discover why a tin can has such a peculiar sound when tied to the end of a dog's tail. Applied to the skin, carbon bisulphide is a counter-irritant, and causes a good deal of smarting—this is the only explanation that can be made of its effect on a dog.

Ridding a Cellar of Fleas.

W. L. S.—L. O. Howard recommends benzine. A safer method is to sprinkle the floor thickly with quicklime; or a good sized bundle of fresh pennyroyal scattered over the floor will drive them out. If fresh pennyroyal is not obtainable get two ounces oil of pennyroyal, two ounces oil of sassafras, and four ounces of alcohol; shake well together in a bottle and spray around with an atomizer. If you substitute sweet oil for alcohol, the mixture, when rubbed on the hands and face, will keep off mosquitoes.

Homeopathic Medicines and Literature.

H. N. S.—Books on homeopathy may be procured of Boereke & Tafel, of 1011 Arch Street, Philadelphia. Moreover, in addition to its publishing interests, this house manufactures a line of homeopathic medicines. Other manufacturers are Mitchell's Pharmacy, Wilcox Street, Detroit, Mich., and the Halsey Pharmacy, of Chicago. Patent medicines of the homeopathic type, such as Humphrey's Specifics, are of course handled by all jobbers.

An Irrational Prescription.

F. W. S. wants to know whether or not the following prescription should be filtered:

Sodium borate	½ drachm.
Tincture of opium	1 drachm.
Rose water, enough to make	2 ounces.

Mix and use as an eye-wash.

The dilution of tincture of opium with rose water causes the precipitation of extractive matter, and this may be filtered out without harm. The addition of sodium borate, however, makes the mixture alkaline, and this causes the morphine to crystallize out. The prescription is therefore not a rational one.

A Disinfectant Solution.

E. Brothers.—We are not able to give you the formula for the proprietary preparation mentioned, but would refer you to what appears to be a satisfactory product of the kind presented on page 432 of the October BULLETIN by Prof. Wilbur L. Scoville.

Catarrh Snuff.

H. A. D.—You will doubtless find the following formula satisfactory:

Resorcin	10 grains.
Powdered belladonna leaves	20 grains.
Sodium salicylate	10 grains.
Borax	1 drachm.
Bismuth subnitrate	3 drachms.
Starch, enough to make	1 ounce.

Regarding Woolen Goods.

L. G.—If there is any solution into which woolen goods may be dipped before they are washed, and thus prevented from shrinking, we are not aware of it. It is our impression that the trick cannot be done.

Coloring Billiard Balls Red.

T. W. S.—Soak the balls for a few minutes in weak nitric acid, and then in a strong decoction of cochineal in ammonia water.

Removing Window Frost.

K. D. O.—This subject was pretty thoroughly covered on page 41 of the BULLETIN for January of the present year.

A Journal for Soda Dispensers.

J. E. Z.—Such a magazine is *The Soda Fountain*, published by the Dispenser Publishing Co., at 172 Washington Street, Chicago. The subscription price is $1.00 per year.

Elixir of Heroin and Terpin Hydrate.

W. H. C.—A formula for this preparation has appeared repeatedly in the BULLETIN, and may be found on page 263 of the issue for June of the present year.

Solution Iron Peptonate and Manganese.

S. W.—A formula for this preparation has been printed in the BULLETIN over and over again, and last appeared on page 43 of the issue for January of the present year.

Mr. Cooban's "Cooling Cream."

M.'s Pharmacy.—The formula for Mr. Cooban's "cooling cream" is given this month in the adjoining department of "The Druggist's Specialties" under the title: "A Lotion for Chapped Hands."

Cubeb Cigarettes.

N. S. G.—These are usually made of coarsely powdered cubebs rolled into cylinders with a paper cover, the ends of the cover being turned in to prevent the drug from falling out.

Short Answers.

C. L. C.—No, the chocolate coating of tablets is not practicable on a small scale. Something was said regarding this subject on page 261 of the BULLETIN for June of this year.

L. E.—Your jobber can doubtless supply you with such a label book as you mention. If not, write to E. B. Read & Sons, of Baltimore, Md.

A. T.—We are not able to give you a formula for the proprietary article mentioned, nor do we know the nature of its composition.

S. B.—We have not been able to find "Taraxacum Compound" mentioned in any of the published lists of proprietary medicines.

E. B.—We are not able to give you a formula for the proprietary preparation named.

J. A. G.—See answer given elsewhere this month to "J. J. Q."

THE SCRAP BOOK.

CHAS. PFIZER & Co. manufacture a particularly fine line of bismuth preparations. Their subnitrate of bismuth is an exceptionally pure, white article, free from arsenic, and is especially recommended for all therapeutic purposes. Their subgallate of bismuth is also highly recommended by the profession.

THE LOWER CRITICISM.—"Hey, ma! Don't come down; it ain't worth it!"—*Life.*

$25 IN GOLD FOR A NAME.—In this issue of the BULLETIN will be found a most ingenious advertisement for the new Steel Fountain made by the American Soda Fountain Compand.

This fountain is as yet nameless and the Company offers $25 in gold for the best name (see conditions in advertisement). The name should describe some of the qualities of the fountain. Reference to the advertisement will give you the information desired.

The notable point of the whole affair being the extreme strength of the new steel fountain. It is twice as strong as any other made, and is tested for twelve continuous hours at a pressure of 1000 lbs. to the square inch.

The material throughout, the fountain itself, the linings, fittings and connections are of the very best quality, and there is only one joint in the fountain, and absolutely no rivets to pull out or break the tin lining.

Send in a name or a dozen names. Your ingenuity may help you to capture the $25 in gold. Address any office of the American Soda Fountain Company.

MRS. UPPMANN: "I must tell you, Delia, that I was displeased at your entertaining that policeman in the kitchen last night." Delia: "Faith, Oi did ax him into the parlor, ma'am, but he wouldn't go."—*Philadelphia Press.*

(*Department continued on advertising page 22.*)

$6.60 FOR $2.25

WITH ONE DOZEN DR. DRAKE'S GERMAN CROUP REMEDY, AT $2.25, WE GIVE TWO DOZEN TEN-CENT SIZE

FREE

One dozen 35c size retails for $4.20, and two dozen 10c size retails for $2.40, total $6.60. The cost is only $2.25, making a net profit of $4.35—nearly 200 per cent. : : : : : : :

With every order we give a GUARANTEE to refund the money in any case where the ***German Croup Remedy*** fails to give satisfaction. : :

Attractive advertising, with your name on, furnished with your order. : : : : : : : : :

THE GLESSNER MEDICINE CO.,
SOLE PROPRIETORS
FINDLAY, :: OHIO.

THE PADDOCK CORK CO.
BROOKLYN, N. Y.

MANUFACTURERS OF

Gold Label
Magnolia
Homœopathic
Selected XX
} BRANDS OF

CHOICE PRESCRIPTION CORKS

ALSO STANDARD QUALITIES OF
XXX, XX, AND X GRADES, STRAIGHT OR TAPERED.
SPECIE, MUSTARD, SHELL AND WINE CORKS.

ODD SIZES AND TAPERS CUT TO ORDER.
CONICAL CORKS FOR PERFUMERS, ETC.
CAP CORKS OR DISCS FOR METAL TOPS.
VENT CORKS FOR STERILIZED PREPARATIONS.

CORK SPECIALTIES. QUALITY GUARANTEED.

Largest Absorbent Cotton Manufacturers in the World.

PURE ABSORBENT COTTONS

With Blue Tissue Paper between layers, prepared under strict Pharmaceutical rules.

Excelsior Brand. Pronounced by Surgeons, Dentists and Chemists to be unsurpassed in excellence.

Standard, or Hospital Brand. For popular use in Hospitals, Asylums, Sanitariums, Dispensaries.

Sanitary Cotton. Invaluable in maternity cases and considered a boon both to patient and physician. A grade especially adapted to manufacturers of Antiseptic Materials, Bandages, Serviettes, Pilches, etc.

Absorbent Cotton Lint. Fully equal to the finer grades for sponging and rougher work. A more liberal use can be made without increased expense.

Experts state that the spring water used in the preparation of these goods is unsurpassed by any in the country.

These cottons will test strictly up to the rules of the U. S. P. in every particular. Quality highest; prices lowest.

On quantity orders special labels, bearing customers' advertisement, will be applied to the cotton when desired.

MAPLEWOOD MILLS, Fall River, Mass.

"CIRCLE A."

A

PRESCRIPTION CORKS

"CIRCLE B."

B

ARMSTRONG CORK COMPANY.

JOBBERS SELL THEM.

THE NEW YORK MARKET.

ADVANCED.—Blood-root; Canary Seed; Kava Kava; Mandrake Root; Oil of Sassafras (natural); Senega.

DECLINED.—Ergot; Codeine; Cocaine; Menthol; Oil of Peppermint.

During the past month business has been transacted on ordinary lines. The market begins to show the influence of the close of the year, so near at hand, and the holiday of this week has been conducive to more than usual quiet. Price changes have been few, and quite unimportant.

OPIUM.—Owing to cable reports the market is stronger, following the home market, though no changes in quotations have been made since the slight decline of last week; inquiry is very slight, and trade extremely dull.

QUININE.—There are no features of interest to report. During all last week an advance was confidently expected, but now no higher values are looked for before the next bark sales. However, the market remains firm; bark shipments are light, and stocks are small.

COCAINE.—Owing to the influence of the foreign market, based on competition, a decline is made on this article, notwithstanding the fact that the crude material is strong in the primary market. The decline was looked for, however, and is the first change in quotations on this product which has been made for some months past.

MENTHOL has declined without apparent reason. Stocks are not abundant, and the drop in price is presumably due to lack of important inquiry. The crop is large and dealers seem to be withholding it from the market.

ESSENTIAL OILS.—The market on Oil of Peppermint about a week ago declined, and maintains a firm tone. Oil of Sassafras (natural) has advanced and commands a very high price. The article is very scarce, which leads to an active demand for the artificial oil. Citronella is in unusual demand, and an advance is looked for. Of the Messina essences, there is a firm market for Orange, with tendency toward an advance on Lemon, while a decline is expected on Bergamot.

ROOTS.—The market is unusally firm on this line of products. Scarcity seems to be the order of the day, and quotations are very satisfactory. The difficulty is to obtain supplies through usual means. Blood-root stocks are almost entirely exhausted Mandrake also is very scarce and quotations high; Mexican Sarsaparilla is received somewhat more freely, and the scarcity of this item is likely to be relieved.

ERGOT has declined, apparently on account of excessive stock of the Russian variety, and the influence of such surplus stock on the Spanish.

COD-LIVER OIL.—The market naturally is very strong. The active season for consumption is upon us, and as has been foreseen, only very small supplies are to be had, and prices are phenomenally high. Seals, which for two years past have been destroying so many fish, are again appearing on the northern coast, and grave fears are entertained for the fisheries of 1904; and in any event, new supplies cannot be expected in less than four months.

New York, Nov. 28, 1903.

ECONOMICAL.—First Farmer: "Did they hev fire-escapes at the hotel where ye slept, Zeke?"

Second Farmer: "No; but it was the most eckernomical tavern I ever seen."

First Farmer: "In what way, Zeke?"

Second Farmer: "Why, they had a rope hanging in every room so that you could commit suicide without wastin' the gas."—*Philadelphia Evening Telegraph.*

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT

THE KIND YOU HAVE ALWAYS HANDLED.

CASTORIA

IT PAYS TO HANDLE RELIABLE GOODS.

PAID THE WAR TAX.

$33.60 Per Gross.

Jobbers Sell in Gross Lots, 5 Per Cent. and 2½ Per Cent. OFF.

$2.80 Per Dozen.

THIS IS THE GENUINE.

Send for Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

BUY A GROSS AND SAVE 5 and 2 1-2 PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

It's Good Business Policy to Remember the Doctor Occasionally, Especially so at Holiday Time.

What better gift can you make than a nice

MEDICINE CASE or a FINE BAG

We have all kinds and styles, all the way from 75c. to $20.00 each.

CATALOGUE FREE ON APPLICATION.

WESTERN LEATHER MFG. CO.,
51 Wabash Ave., CHICAGO.

U.S. BARKEEPERS FRIEND
METAL POLISH
USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD

IMPORTED AND DOMESTIC
TALC AND FRENCH CHALK
ALL GRADES.
Ask for Samples and Quotations.
E. S. JACKSON & CO., 230-232 W. 2nd St., CINCINNATI, OHIO.

CAST ALUMINUM SCOOPS
for handling Drugs and Chemicals, cast in one piece and made of pure aluminum, making them the most durable scoop on the market. We make seven different style scoops.
Jobbers will find our scoops a profitable line to sell, as well as the most economical scoop for their own use.
Write for catalogue and prices.
No. 1, size 2½ x 4½
No. 2, size 3 x 4⅞
No. 3, size 3¼ x 5⅜
No. 4, size 3⅝ x 5¾
Long Handle Drug Scoop, size 2 x 7⅝
Wagner Manufacturing Co., SIDNEY, OHIO.

Patd Oct. 1 1901.
Self Lighting Match Safe
The Most Unique and the cheapest advertising device yet introduced. Millions sold. Carries your own ad. We make a specialty of advertising novelties, and are in the market to purchase attractive novelty patents. Write us for prices.
VAN WERT NOVELTY CO., Van Wert, Ohio.

J. M. MACONNELL, Sole Manufacturer of Folding and Decorated Corkscrews,
SCOTT'S EMULSION
Under Pat. Nov. 25, 1890, and May 3d, 1892.
132 NASSAU ST. - NEW YORK.

Get the Bulk of the Holiday Trade
BY HAVING THE RIGHT GOODS. KAN-U-KATCH is one of the holiday articles that will help you get it—it's a Top-notcher as a seller and trade puller. Retails at 25 cents with a handsome profit. Sample by mail 22 cents.
SOUVENIRS will also help you get the bulk of the holiday trade. We have them in Aluminum, Rustic-wood, Burnt-Leather, Sea Shell, Ivory Glass, China and Faience Pottery. Catalogues on request.
Kan-u-Katch
THE NEW GAME
Everybody buys it on sight. Send for sample and descriptive literature.
W. E. Cummings & Co.,
407-160 STATE STREET, CHICAGO.

THE druggist who specifies "Rosengarten's" in ordering chemicals from his jobber is always sure to get products of superior quality.

DR. BROWN: That sermon did me a lot of good.
Rev. Longwind: I am glad to hear it, young man.
Dr. Brown: Yes; I'd been up every night for a week.

THE Maplewood Mills of Fall River, Mass., are the largest manufacturers of absorbent cotton in the world. The various kinds of cotton listed by this large concern are enumerated on advertising page 22. Better look the advertisement up.

"TOMMY," said the teacher, "what is meant by nutritious food?"

"Something to eat that ain't got no taste to it," replied Tommy.

THE Richmond & Backus Co., of Detroit, Mich., are headquarters for everything in the way of ledgers, journals, and the like, for bookkeeping purposes. Something new in this line is shown by the company in every issue of the BULLETIN. Consult the "Index to Advertisers" on advertising page 3.

KITTY: "So you have been to Paris. You must have had a nice time there, you understand the language so perfectly, you know." Bessie: "Why, the fact is, though you'd hardly believe it, they speak such queer French there it's quite impossible to converse with them with any degree of intelligence."—*Boston Transcript.*

THERE are some things that have to be said over and over again. The same Bible has to be preached from by every minister. The same virtues are extolled in every biography. This is our excuse for repeating that "Dioxogen" is the brand of hydrogen peroxide which really "keeps."

HE NEEDED A REST.—Meeks: Doctor, my wife has the lockjaw.

Doctor: That's bad. I'll hurry around to your house at once and see what I can do to relieve her.

Meeks: Oh, there's no hurry about it. Drop in the latter part of next week if you ain't too busy.—*Chicago News.*

THE Peninsular Engraving Co., of Detroit, Mich., make a specialty of providing engravings for advertising purposes. The druggist who is thinking of getting out a nice little booklet in which to exploit some of his specialties will do well to sit right down and drop a postal to the Peninsular Engraving Co., not forgetting to mention the BULLETIN OF PHARMACY.

HE was wandering in Ireland and came upon a couple of men "in holts" rolling on the road. The man on top was pommeling the other within an inch of his life. The traveler intervened.

"It is an infernal shame to strike a man when he's down," said he.

"If you knew all the trouble I had to get him down," was the reply, "you wouldn't be talking like that."—*Sporting Times.*

LANOLIN

"BRITISH"

Adeps Lanæ U. S. P. (Guaranteed)

Quality Unequaled. Lowest Price

Before we introduced BRITISH LANOLIN you were paying 50% to 200% higher prices, in other words we are saving you that amount.

Do we get a trial order in return?

If your jobber does not keep it, write us direct.

LIVERPOOL and LONDON, ENG. EVANS and SONS, Lim., 133 William St., New York. MONTREAL and TORONTO, CAN.

BURN AIR 2500 "SYSTEMS" USED DAILY. WORLD WONDER

The Dawn of a New Light

WE WANT TO MAKE YOUR STORE AS BRIGHT AS DAY

EDISON GAS SYSTEM will brighten up your place of business as no other system of lighting will. **IS BETTER THAN DAYLIGHT.**

Don't hesitate to burn air.

WILL SEND ON 30 DAYS' TRIAL!

We want you to send for "2 TWO YARDS OF SATISFACTION 2"

IT WILL DO THE WORK FOR US.

CONSOLIDATED GAS & ELECTRIC CO.

110 MICHIGAN ST., CHICAGO.

THE corks of the Paddock Cork Co., of Brooklyn, N. Y., are famous. Nothing need to be said about them in detail. They speak for themselves.

THE BUSINESS PRINCIPLE.—Patient (after receiving his prescription): "Thanks, doctor; God will repay you."

Absent-minded physician (taking out note book): "Please give me his address."

THE next time you need sprinkler tops for bottles in which you are putting up your own tooth powder specialty, remember that the Consolidated Friut Jar Co., of New Brunswick, N. J., manufactures everything in this line of goods.

HEALING.—"Did that stuff revive you?" asked the attending physician of his impatient patient.

"Revive me, doc? Good heavens! Three doses of that medicine would resuscitate the dead languages."—*Detroit Free Press.*

DRUGGISTS are more and more cultivating the art of dressing their windows attractively. But frequently they need *papier-mache* or wax figures for the purpose, and it is well to remember that these are made in every kind and variety by James B. Wesley, of 170 Madison Street, Chicago. Druggists who believe in dressing their windows handsomely will do well to write Mr. Wesley, mentioning the BULLETIN OF PHARMACY.

GETTING READY.—Visitor: Why did you say that gentleman who went out was your biographer? I am sure it was Dr. Jones.

Invalid: Same thing. He is at work on my life.—*Medical Record.*

JOBBERS and manufacturers using drug mills will do well to look into the merits of the "Limited Mill" manufactured by the Schutz-O'Neill Co. of Minneapolis. When fitted with a "receiver box" these mills are unquestionably the finest thing on the market! Note illustration on advertising page 5.

SILENT HARMONIES.—A new medical club in Boston has been organized for the mutual cultivation of its members in music, and is known as the Physicians' Musical Culture Society. It is said that each member is in duty bound to compose some fresh air for the sick-room.—*Journal of the A. M. A.*

IN a very interesting article published in this month's BULLETIN, T. W. Perkins makes the incontestable statement that moving objects constitute the very best and most attractive form of window advertising. People will stop to look at something in the window in action when they would otherwise pass by unobserving. In this connection it is important to note that a very handsome and unique apparatus for the window is exhibited on advertising page 30 of this issue of the BULLETIN. It will certainly compel attention and prove a great winner.

Doing One Thing Well.

In order to maintain regular prices we adhere to the "rebate contract plan."

We manufacture an excellent laxative remedy and advertise extensively to make business for the drug trade and ourselves.

We do not claim to excel in other things, but we endeavor to do one thing well and to give satisfaction to the trade.

We appreciate the friendly interest which druggists generally have taken in the sales of our remedy, Syrup of Figs, and we thank them most cordially. We are,

Yours truly,

San Francisco, Cal. Louisville, Ky.
New York, N. Y.

California Fig Syrup Co.

EVERY druggist frequently has calls for atomizers and nebulizers. Some excellent specimens of these are shown on the first advertising page of this issue of the BULLETIN by the Whitall Tatum Co. The prices are given also.

IN THE STILLY NIGHT.—"Harriet, was that an explosion in the subway?"

"No; I think it was Angelina kissing George good-night."

SPECIAL TERMS ON CASTORIA.—Castoria—"the kind you have always handled"—is made by The Centaur Co., 77 Murray Street, New York, of which Charles H. Fletcher is president. Mr. Fletcher thinks that almost any druggist ought to be able to sell a dozen bottles of his specialty a month, or one gross a year, and to induce effort in that direction he authorizes jobbers to allow a special discount of 5 and 2½ per cent on gross lots. Druggists are invited to send for counter wrappers, cartons and other advertising matter.

"BRING me a head of salad, waiter," said the man, looking up from his paper. "Yes, sir. What sized head, sir?" "Oh, six and three-quarters," replied the absent-minded man, still reading.—*Yonkers Statesman.*

ALMOST every chemical house has one or more products on which it prides itself. Cocaine is the great specialty of the Roessler & Hasslacher Chemical Co., of Chicago and New York. Specify the "R. & H." brand and you will never make a mistake.

THE BIG RETAIL DRUG COMBINATION.—One of the biggest retail drug combinations we have had our attention called to is a combination of retail druggists, which the M. P. Gould Company, drug store advertisers, of New York City, have formed for advertising purposes.

This firm has been advertising in a very progressive way for the last eight years, exclusively to the Drug and Medical trade.

They have not only made a splendid impression with the very best retail druggists of this country, but have built up an enormous business.

On another page of this Journal will be found the M. P. Gould Company's half-page advertisement. All druggists desiring to better their conditions will do well to carefully read this advertisement, and note the remarkable special offer.

The coupon attached should be clipped off and sent to the M. P. G. Co. as it is worth two dollars to the druggists contracting for the M. P. Gould Company's System of Advertising.

SALTSBURG
BOTTLE WORKS CO. LTD.

McDONALD, - - - - PENNA.
(18 miles out of Pittsburg.)

MANUFACTURERS OF

FINER GRADES
POT FLINT
Glass Bottles.

Princeton Tooth Wash
2¼ oz.

Special care and attention given to making of Lettered Prescription Ware, Toilet and Perfume Bottles, Tooth Washes, Tooth Powders, and Specialties. . . . . .

Office at Factories: - McDONALD, PENNA.

Morrell's
FLUID
EXTRACT
OF
BEEF
Is Guaranteed by the Manufacturers to be
ABSOLUTELY PURE

THE CONCENTRATED ESSENCE OF FRESH, LEAN BEEF IN A SOLUBLE FORM GUARANTEED TO KEEP IN ANY CLIMATE. ATTRACTIVELY PACKED IN 4-OZ. (FULL WEIGHT) BOTTLES IN SAFETY CARTONS. ONE DOZEN TO CASE.

For Pharmaceutical Purposes: PUT UP IN 2½ AND 5 LB. TINS. 10 LB. TINS AND JUGS.

ADDRESS FOR PRICES

BRANCH HOUSES:
67-69 Commercial St., Boston, Mass.
192 Front St., Memphis, Tenn.
[illegible] W. [illegible] St., New York, N. Y.
616 Cherry St., Des Moines, Iowa.

John Morrell & Co. Limited,
OTTUMWA, IOWA.

THE original lanoline—the product *par excellence*—is handled in this country by Victor Koechl & Co., of New York. These people are the sole agents and licensees for the United States.

NOTHING DOING.—Foreman (to sweeper, who is leaning on his broom and gazing into blank space): "What are doing, Williams?"

Williams: "Helping Gooley, sir."

Foreman (walking down aisle and seeing Gooley's smutty face emerging from under a bench): "What are you doing, Gooley?"

Gooley: "Nothing, sir."—MARY H. NORTHEND, in *Lippincott's Magazine.*

THE Doran system of lighting has now become famous. Merchants who use it find it superior to electricity and very much cheaper. It is of interest to note that recently the Acorn Brass Manufacturing Co., manufacturers of the Doran system, have taken over the plant of the National Lighting Co. of Chicago, thus greatly adding to their equipment.

THERE are queer nooks and corners in England yet.

A country parson lately went to preach in an old remote parish one Sunday. The aged sexton, in taking him to the place, insinuatingly said:

"I hope your riv'rence won't mind preachin' from the chancel. Ye see, this is a quiet place, and I've got a duck sittin' on fourteen eggs in the pulpit."—*London Tit-Bits.*

DRUGGISTS who distil their own water should remember that one of the most satisfactory stills on the market is the "Sanitary," made in Chicago at 140 North Green Street by the A. H. Peirce Manufacturing Co.

"WHAT is that you're baking there, my dear," inquired young Mr. Newlywed, "bread or some cake?" "I don't know. I have not finished yet," replied the young bride.—*Philadelphia Press.*

THE Mallinckrodt Chemical Works of St. Louis have for years been large dealers in sugar of milk, and owing to the greater demands for the article for feeding purposes during recent years, they have changed their style of package and are now putting the product up in square cartons bearing a label giving directions for preparing infant food, rules for feeding, etc. The "M. C. W." sugar of milk is guaranteed to be pure and reliable, and may be had from all wholesale druggists.

To give an additional fillip to a certain up-the-Thames hop the other night all the good boys and girls came in dresses that suggested famous novels. Most of them were easily guessed, but for a long time a stockbroking Johnnie with strips and strips of birth notices cut from the other *Times* and sewn on his coat was a mystery. Eventually two beautiful daughters of Eve got him in a darkened place and begged, at least, to be told the name of the novel's author.

"Thackeray," whispered the bold youth.

Then did two furiously blushing maidens cry in chorus: "Oh, *of course*—'The New comes!'"—*Sporting Times.*

THE LARGEST MAKERS OF TIN BOXES OUTSIDE OF THE TRUST

If our work were not better, shipments prompter or prices lower than anyone else's the proprietors of the following well-known preparations would not buy tin boxes from us.

Cascarets (Candy Cathartic)
Huyler's (Cocoa)
Oatine (Face Cream)
Sanitol (Tooth Powder)
Dr. Charles (Flesh Food)
Maltsanta (Malt Diastase Co.)
Oliver (Ribbons)
Tetlow (Mfg. Co. Talc)
Gre-Solvent (Miles Ahead of Soap)
Mohr's (Shoe Polish)
Runkel's (Cocoa)
Vaseline (Chesbrough Co.)

Don't hesitate to write for samples, quotations or any other information. If you ask, we will send free of charge, a very useful little tin desk reminder called "DO IT NOW."

AMERICAN STOPPER COMPANY,
171 WATER STREET, BROOKLYN, N. Y.

THE LARGEST MAKERS OF TIN BOXES OUTSIDE OF THE TRUST

SOMETHING REALLY NEW IN SODA FOUNTAINS.—Believing that our readers will be interested in anything pertaining to really modern and efficient soda dispensing apparatus, that will tend to increase of profits in the soda-water business, we take pleasure in giving space to a description and illustration of the latest soda fountain design of The Liquid Carbonic Company. Any desired information concerning this fountain, or any others manufactured by The Liquid Carbonic Company, can readily be secured by addressing them at any one of their ten establishments, at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City and Dallas.

The Chicago.—This is one of the very latest and most attractive designs in soda-fountains, and—in every detail of massive and durable construction, exquisite richness and beauty of design and ornamentation, and thorough practicability of all parts essential to effective and economical operation—evidences the well-known fact that "The Liquid" will always be found in advance in the production of distinctly down-to-date dispensing apparatus.

The fountain body is constructed of the very finest select Pedrara and Etla Mexican Onyx, care being exercised in utilizing in this apparatus only the most highly decorative onyx obtainable. The massive cornice is supported by equally massive turned onyx columns and pilasters, which latter are surmounted by gold plated capitols of Renaissance design, while immediately above the corner columns rise electric-light standards of onyx and bronze, which in turn support electric globes in gorgeous colorings of art glass in tulip effect. Body is equipped with eighteen "Liquid" special, new design, sanitary, cut-glass syrup containers, with two geyser lever soda-drafts and five lever mineral drafts.

Especial attention is called to these cut-glass syrup containers, or jars, which are an entirely new departure, this being the first apparatus equipped with them. These syrup jars are perfectly transparent, allowing the public to at all times see that the syrups are being drawn from clean, wholesome and sanitary containers. Syrup jars can also, if desired, be furnished in white porcelain, with fronts decorated with ornate tracings in gold. Both styles of jars, as here noted, are fully covered and protected by "The Liquid's" 1903 patents.

One feature in the use of the cut-glass jars, is that inside of fountain, in space immediately above the jars, is an oval reflector, underneath which are located four small incandescent light globes so arranged that they may be turned on or off as desired. The beautiful effects produced by the reflections and scintillations of these lights through the various richly colored syrups in the cans, is easier imagined than described, and the general effect throughout, on this magnificent apparatus, is one of enchanting and fairly-like splendor. Outside of the one special feature of the cut-glass, the syrup containers are of the popular "Liquid" design, viz., tilting jars, and the most thoroughly sanitary, healthful and easily cleansed syrup containers supplied in or with any soda-fountains in the world.

Dispensing counter, which is of unusually handsome design, with return end, has front of five-ply lumber, cross-wise glued, to prevent warping, and veneered upright, thus showing to best advantage the rich natural grain of the various woods. Green marble basing extends the entire length of the counter, while massive hand-carved brackets with paneled pilasters decorate the front.

Refrigerator base is substantially constructed, with three inch walls of wood, insulating material and dead air space, and is lined throughout with galvanized iron, copper or tile, as may be preferred.

Work-board is furnished in copper or German silver, complete with ice cream cabinets and porcelain sinks to meet individual requirements.

While an attempt has been made here to describe this superb soda apparatus, no illustration or description possible could do justice to the original, and it must be seen to be appreciated.

Make Your Store and Windows Attractive

SET UP A

Color-Reflecting Self-Propelling Window Light

Most Elegant Appearance.
High-Polished Brass.
For Electricity, Oil or Gas.
Most Interesting Physical Work of Art.

Does Away with Show Globes

You will have a crowd in front of your windows all day.

It is the Best and Everlasting Advertisement Out.

DESCRIPTION.—Before an artfully constructed large mirror-reflector a beautiful globe covered with magnificent stones in different colors is supported on chains by a fan-wheel, which runs with its steel point in a jewel knob. The light has its place in the center of the globe, wonderfully glittering and shining through the colored stones and the skillfully placed openings in the metal parts of the globe. The heat of the light brings the fan-wheel into rotation and the globe revolves at a high rate around the light. The whole mirror-screen is covered with the reflecting of the bright stones, always running from left to right and always changing the colors.

The whole effect is one of such unspeakable beauty that no picture is able to give a description of it; the colors move like in a kaleidoscope, but have such a splendor that every comparison is displaced.

Price for Either Oil, Gas or Electric Light, $25.

FREIGHT PREPAID TO ANY PART OF THE U. S. IF CASH ACCOMPANIES THE ORDER.

Glogau's Brass Works, 17 Quincy Street, Chicago.

THE BRILLIANT GAS LAMP

Halo 500 Candle Power

should be in every Village Store, Home and Farm House in America. They don't cost much to start with, are better and can be run for less than ¼ the expense of kerosene, electric light or gas. Gives 100 candle power gas light at

LESS THAN 15 CENTS A MONTH.

Safe as a candle; can be used anywhere by anyone. Over 100,000 in daily use during the last 5 years and all are good.

The operation of our gasoline lighting system is so free from objections found in other systems that by many it is preferred to the individual lamp.

WRITE FOR CATALOGUE.

100 Candle Power

BRILLIANT GAS LAMP CO.,

42 State Street, - CHICAGO, ILL.

THE SECRET OF GRANT'S SUCCESS.

Grant's success has a suggestive lesson for all of us. Men of genius succeed by virtue of qualities and gifts which are denied the rank and file; and the study of their lives, while fraught with deep interest, results in little of personal benefit to the ordinary man in search of light and guidance. But Grant was no genius. He had no superhuman gifts. He did not differ greatly in mental equipment from mankind in general. His capacities were not so rare and unusual as to deny us the advantage of making the comparison between him and ourselves.

At many points, indeed, Grant was surpassed by several of the Union commanders. Sherman, his great lieutenant, was his superior in strategy and quickness of resource. Sheridan excelled him in dash and brilliancy. Thomas had the rare quality of infallibility—he never made a serious mistake. McClellan far outshone Grant in organizing ability. But inferior to the others as Grant was in these gifts, he had one quality which made him tower way above them all, and which more than made amends for some of the capacities that nature had denied him. He had an unconquerable determination—an unshakable tenacity of purpose; and here lies the secret of his marvelous success.

As Sherman said on one occasion, Grant had "a faith in success which can be likened only to the sublime confidence which a Christian has in his God." He always determined to win. He knew no other end than success. His mind was absolutely shut to any other possibility—anything else was unthought of and unthinkable. He never recognized defeat, and was never conscious of being whipped. When Johnston had steadily pushed him back into the corner on that furious day at Shiloh, and was apparently only prevented from corralling him entirely by the approach of darkness, Grant spent the entire night in preparing to take the offensive at the first break of dawn and push the enemy back by sheer force of pluck and will. When Lee came near routing him on the second day of that awful struggle in the Wilderness, and well-nigh demoralized the unlucky Army of the Potomac over which Grant had but just assumed command, he drew himself together and ordered Meade not to hesitate a moment but move on towards Richmond early in the morning and get Lee out of his entrenchments by a flank movement.

Grant always fixed his eye on the distant goal and kept it there unfalteringly, working towards it surely if slowly, and maintaining the most perfect patience and coolness. Early in the war his objective point was Vicksburg. Vicksburg was in the heart of the enemy's country, and it occupied a strategic position on the Mississippi which made it all but impregnable. Neither Lincoln nor Stanton had much hope that it could be taken. The country feared the task was hopeless and fraught with great danger. But Grant knew what he was about. He had spent weeks in thinking the problem out; he realized the difficulties and dangers better than any one else, but he had determined to surmount them.

He tried one method of reaching Vicksburg. It failed. He tried another. It failed. He tried a third with the same result. Any other general than Grant would have given up in despair. Retreat and abandonment of plans had become the universal custom among the Union commanders. But Failure was a word which had no place in Grant's vocabulary. Its meaning was unknown to him. He kept patiently at his task and finally, after every other method had proved unsuccessful, he determined upon the bold plan of running by

the Vicksburg batteries, landing below the city, striking out in the midst of the hostile country, and cutting loose entirely from his base of supplies—a thing which at that period of the war was unknown, and which Sherman (who was with Grant in this campaign) vigorously opposed time and time again. Proceeding first to the capital city of Jackson in order to prevent General Johnston from joining Pemberton, fighting the enemy at every step, and living off the country as he proceeded, Grant reached Vicksburg, sat down before the place after an unsuccessful assault, threw up entrenchments towards the East in case Johnston should come to Pemberton's assistance, and calmly waited for the surrender which he had determined to exact if it took a year. Pemberton held off until the pangs of starvation made themselves felt, and then he succumbed to the inevitable. Impregnable Vicksburg was taken.

Later in the war, after he had been made commanding general of all the armies and transferred East, Grant's goal was Lee's army. "On to Richmond" had been the cry of the Army of the Potomac under McClellan and Polk and Burnside and Hooker. But the Union forces had been hurled back at every advance by the superior generalship of Lee and Jackson, and by the greater determination of the Confederate soldiers. Grant took the army which had been whipped in every large battle save at Antietam and Gettysburg alone, and which had on those occasions won but a negative success; and he calmly prepared to wring victory where others had wrought only failure and despair.

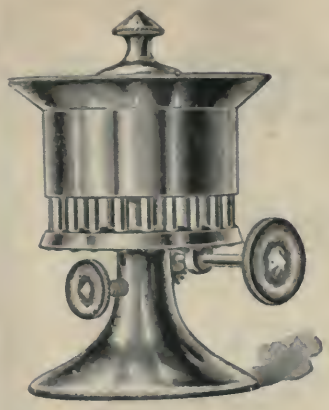
To pound away at Lee until he had either annihilated him or caused him to surrender—this was his determination, and nothing human could have turned him one side save death or the loss of his army. Baffled again and again, pitted against the greatest mind he had yet encountered, having to operate in the enemy's country and assault forces always behind entrenchments, fighting men inspired with the courage born of a desire to defend home and family, working against every disadvantage save superior numbers alone, he kept on, on, on, trying one thing when another failed, hammering away ceaselessly, never giving the enemy any rest, following up the failure of one day with the victory of the next, making the utmost of success when it was achieved, taking quick advantage of every opportunity, and slowly and surely wearing away Lee's forces until he finally brought him to bay at Appomattox.

Greater persistency than this the world has never seen. More unconquerable determination the pages of history do not show. Here was a man who went into every battle and campaign expecting to come out victorious, and having the patience to wait long for what he found he could not get at once. Failure, instead of crushing his spirit, acted as a spur in forcing him onward; obstacles and difficulties, far from causing him despair, only added fuel to the flame. He knew one thing only—success; and this came to him with inevitable sureness.

HARRY B. MASON

PLEASANT OLD GENTLEMAN: "Have you lived here all your life, my little man?" Arthur (aged 6): "Not yet."—*Lippincott's Magazine.*

A DISTINGUISHED physician in Scotland posted a notice to the effect that "Dr. ——, having been summoned to Balmoral to see her Majesty, will be unable to lecture to-day." Some wag spoiled the effect of this by writing under the notice "God save the Queen."



Eastman's Capsule Filler

The most practical of aids to the :: ::

BUSY PHARMACIST

Divides the powder accurately, compresses it, and caps the capsules.

If time, labor and peace of mind are of any value, :: :: :: ::

YOU NEED IT

PRICE $15.00

16-page illustrated, descriptive Booklet with testimonials from Pharmacists throughout the U. S. brought by postal to

L. K. EASTMAN,

1354 Woodward Ave., DETROIT, MICH.

Order plenty of

Congress Playing Cards

for your holiday trade

NOW.

The demand will be immense on account of our extensive advertising.

The United States Playing Card Co.
Cincinnati, U. S. A.

BEESWAX

TRADE **WHB** MARK

Stamped upon each cake of both YELLOW and WHITE is GUARANTEED to be strictly PURE BEESWAX.

W. H. Bowdlear & Co.,

BOSTON, MASS., U. S. A.

Cable Address: "BOWDLEAR, BOSTON."

"THE Expert" sits down in his office chair this month, and has a chat with the readers of the BULLETIN on advertising page 44. As usual, what he has to say is interesting and worth listening to.

THIS," said the young and timid lawyer, "is but a rough draught of the will." "Then," said the old lawyer curtly, "it needs filing."—*Baltimore American.*

THE "Marvel Whirling Spray" syringe is one of the finest things on the market. Sufficient evidence of its excellence is found in the fact that its patent has been infringed upon over and over again. The United States Circuit Court, however, has always decided in favor of the Marvel Co., and has protected its patent rights.

MRS. VON BLUMER: "What are you going to do with those awful cigars?" Von Blumer: "I'm saving them for a friend of mine who has just become a Christian Scientist."—*Life.*

MANUFACTURERS of specialties—and in fact every house that aspires to invade foreign markets—would do well to place themselves in communication with H. Roberts & Co. of Florence, Italy, whose specific address is Via Tornabuoni 17. This firm has exceptional opportunities for placing specialties and manufactured products on the Italian market.

"HE made her an offer of his hand."

"Did she accept?"

"No. There wasn't enough in it."—*Philadelphia Evening Bulletin.*

THE "Underwood" Typewriter is one of the best machines on the market—no one ever doubts that!

THE Moffit-West Drug Co., of St. Louis, have just completed and moved into a new building at Broadway and Clark Avenue. It is one of the largest and most complete wholesale drug establishments in the country. Its appointments are unexcelled. Congratulations to the Moffitt-West Drug Co.!

DR. BEST: "Married yet, old man?"

"No, but I'm engaged, and that's as good as married."

"It's better for you if you only knew it, but not so good for the doctors."

DRAKE'S PALMETTO WINE is one of the best remedies on the market for such diseases as catarrh, constipation, and indigestion. It is manufactured by the Drake Formula Co., at Lake and Dearborn Streets, Chicago. The price to the trade is $6.60 per dozen net, and the remedy retails at 75 cents. It may be secured of all jobbers.

THE class in elementary geography was up for recitation. "What is an ocean?" asked the teacher. "You may answer, Janet." "It is a large body of water situated near Norfolk, Va.," replied Janet, who had once visited her aunt at the seashore.—*Kansas City Journal.*

THE following letter speaks for itself:

OREGON AGRICULTURAL COLLEGE, CORVALLIS, ORE.

L. K. Eastman, Detroit, Mich.:

DEAR SIR—We have been using one of your capsule fillers in our prescription department, and are glad to speak a good word for its efficiency. Once the operator becomes familiar with the modus operandi, it becomes a valuable piece of apparatus. We are well pleased with it.

Very truly yours,
C. M. MCKELLIP, Ph.G.
Department of Pharmacy.

"RUGGLES, if I had such a cough as that I should do something for it."

"That cough, Whiggins, is indispensable. When a life insurance agent calls to see me I turn it on, and he never stays longer than about three minutes."—*Baltimore American.*

AN EXTRAORDINARY OFFER.—The Acorn Brass Mfg. Company, of Chicago, are announcing the fact that they have secured control of a lighting system for the lighting of stores, halls, gardens, churches, etc., that solves the problem of individual lighting at moderate cost. A system that will light a store 50x100 can be installed in less than two hours and will light the store brilliantly at a cost not to exceed 60 cents per week.

A proposition of this character seems to us remarkable as they claim that the simplicity of construction is such that any one can operate the plant and there are no complicated parts to get out of order. They state that they are willing to demonstrate to any one interested the wonderful possibilities of their mode of lighting, and further state that they issue a little booklet describing the system.

It seems to us that an individual gas plant complete such as they offer should solve the problem of economical lighting, and should be a boon indeed to those perplexed over the lighting question.

THIS is the playing card season. It is well to put in a good stock to be ready for the trade. "Congress Playing Cards" are the thing!

"WHEN Mr. Casey died he left all he had to the orphan asylum." "Indeed! That was nice of him. What did he leave?" "His twelve children."—*Chicago Evening Post.*

ALL of the finer grades of pot flint Bottles are manufactured by the Saltsburg Bottle Works Co., Ltd., of McDonald, Pa. Special care is given to the making of lettered prescription ware, toilet and perfume bottles, and the like.

THE Daus "Tip-top" Duplicator is the best apparatus for making copies of pen or typewritten letters or notices. It costs but $5.00 net and will be sent on ten days' trial. The apparatus is shown on advertising page 5 of this issue of the BULLETIN.

UPON what do you count to support my daughter?" "Upon your unwillingness to see her starve."—*Life.*

THE New York and Quinine Chemical Works is one of the younger of the many American houses of manufacturing chemists, but it has forged ahead with a rapidity which is little less than marvelous. The secret of this is well understood by all members of the drug trade who know Mr. Thomas B. Cook—the man at the helm.

IF you want to compete with the department stores successfully there is no way of doing it better than to order goods from "Our Drummer"—the immense catalogue of the Chicago house of Butler Bros. This house is really a wholesale department store. It carries every blessed thing that a druggist or any other dealer can possibly want in the way of general novelties and the like. The prices are low—the goods are excellent! The druggist who uses this catalogue and buys a carefully selected stock from it, is in position to meet the prices of the department store, and to reclaim some of the trade that has been taken away from him in the past. By all means send to Butler Bros., of Chicago, and ask for one of their "Drummers." Sit down now and write a postal—don't delay. Putting off things is the bane of many a druggist! Mention the BULLETIN OF PHARMACY in writing.

REDUCTION IN PRICE

We take pleasure in informing the trade that we have reduced the price of all our $1.00 preparations from $8.50 to $8.00 per doz., the new price becoming effective October the 21st, 1903.

We also desire to announce that we have changed the name of

VERNAL SAW PALMETTO BERRY WINE

TO

VERNAL PALMETTONA

This change has been made simply because the new name is more easily remembered than the old. The medicine itself has not been changed in the slightest particular.

If you handle our preparations, send us your name and we will increase your trade.

VERNAL REMEDY CO.,

101-107 SENECA ST., BUFFALO, N. Y.

H. ROBERTS & CO.,

Wholesale and Retail Druggists,

FLORENCE and ROME, ITALY,

Have exceptional opportunities for placing Specialties and Manufactured Products allied to the Drug Trade on the Italian market.

Write at once to the Head Office,

VIA TORNABUONI 17, FLORENCE, ITALY.

A NEW YORK doctor advertises, "Come to me before life is extinct."

A QUAKER city gossip tells this story on a young man who apologized for being late at a dinner party:

"Awfully glad to see you, Mr. Blank," said the hostess. "So good of you to come. And all the way from New York, too! But where is your brother?"

"I am commissioned to tender his regrets. You see, we are so busy just now that it was impossible for both of us to get away, and so we tossed up to see which of us should come," said the young man.

"How nice! Such an original idea! And you won."

"No," said the young man, absently; "I lost."—*Pittsburg Bulletin.*

Drake's Palmetto Wine

Is Carried in Stock by all Jobbers of Drugs

RETAILS AT 75c. PER BOTTLE

PRICE TO RETAIL TRADE IS $6.60 PER DOZEN, NET. : : : : :

TWO NEW BOOKS

EXTRACTS AND PERFUMES

A treatise on the most practical methods for the manufacture by the retail or wholesale pharmacist of Flavoring Extracts, Colognes, Toilet Waters, Perfumes, Sachets, Fumigating Pastilles, Etc., together with several hundred tested and workable formulas by Prof. W. L. Scoville and other authorities. Bound in cloth; price postpaid $1.00; with THE SPATULA one year, $1.50.

1000 QUESTIONS IN PHARMACY

A sequal to the "Catechism of Pharmacy." A book that is invaluable to every clerk and student. In it almost everything you can think of is answered. Cloth bound. Sent postpaid $1.00; with THE SPATULA one year, $1.75.

CATECHISM OF PHARMACY

A book to help candidates pass board examinations. It coaches them on just what is needed. Bound in cloth, post-paid, $1.00; with THE SPATULA one year $1.75.

500 SPATULA FORMULAS

For the making of Common Remedies, Perfumes, Soaps, Tooth Powders and Washes, Hair Dyes, Cosmetics, Colognes, Liqueurs, Cements, Glues, Mucilages, Blackings, Corn Cures, Rat and Vermin Poisons, Extracts, Fire Works, etc., prettily bound in cloth, post-paid $1.00; with THE SPATULA one year $1.50. Paper cover 60 cents; with THE SPATULA one year $1.25.

HOW TO ADVERTISE

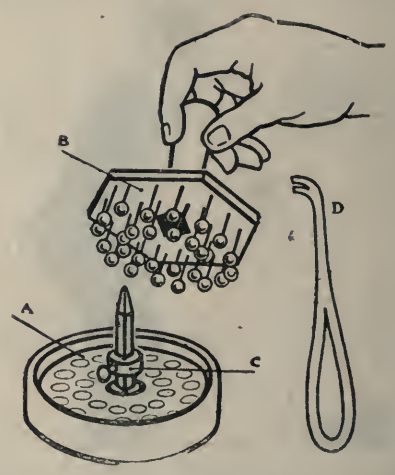
If interested send us your card and we will send you some of the prettiest, best and cheapest business bringers you have ever seen.

Address: SPATULA PUBLISHING CO., 7 Sudbury Bldg., Boston.

"BETTER THAN DAYLIGHT"—this is what the manufacturers of the "Edison Gas System" have to say about their method of store lighting. It is certainly worth looking into, particularly since the manufacturers agree to send it on thirty days' trial. Write for particulars to the Consolidated Gas Electric Co., at 110 Michigan Street, Chicago, mentioning the BULLETIN OF PHARMACY.

"WHAT is that nickname you have given your boy?" "'Flyin' Machine,'" answered Farmer Corntossel. "You see, he's mighty interestin' an' promisin', but he won't work."—*Washington Star.*

A. J. PALETHORPE, an English pharmacist, has recently invented a simple device for coating pills with gelatin or chocolate, and the result is shown in the accompanying figure. The instrument is novel in many respects. First, it is cheaper than any other pill coater, for it costs but half a guinea. Secondly, by means of a check bolt, which moves up and down the quadrangular center-piece, the extent to which the needles pierce the pills can be adjusted according to



the size of the pills; and third, the needle-disc is hexagonal, so that it cannot roll when placed on the dispensing counter. There are twenty-eight needles, sixteen in the outer row and twelve in the inner. They are "true" in length and in oppositeness to the holes in the receiving tray. The article is well made, and should, with ordinary care, last for twenty years. The Pill-Coater is put on the market by Messrs. Robert Ferber & Co., 195 Southwark Bridge Road, London.

HIS APOLOGY.—Some years ago, according to the *Philadelphia Ledger,* there was an old judge on the bench in Berks county whose decisions, in consequence of numerous reversals, did not always command respect. One day in a case in which he was sitting one of the lawyers lost patience at his inability to see things in a certain light, and in the heat of the moment remarked that the intellect of the court was so dark a flash of lightning could not penetrate it. For this contempt the judge showed a disposition to be very severe with the offender, and it was only after much persuasion by friends of the latter that he yielded and decided to accept a public apology. The following day the lawyer accordingly appeared before his honor and made amends by saying: "I regret very much that I said the intellect of the court was so dark lightning could not penetrate it. I guess it could. It is a very penetrating thing."

DIFFERENT.—Chimmy: "Wot's de best way to teach a girl to swim?"

Johnny: "Well, yer want to take her gently by de hand, lead her gently down to de water, put yer arm gently round her waist, and——"

Chimmy: "Oh, cut it out! It's me sister."

Johnny: "Oh! Push her off de dock!"—*Driftwood.*

ABOUT TIN BOXES.—The following is clipped from a very interesting article in a recent issue of *Printer's Ink* by James H. Collins:

Brooklyn is the centre of the tin box industry. Near the Bridge approach are several factories, the largest belonging to the American Can Company. This is the "trust," formed in 1901 by the Moore Brothers and capitalized at $88,000,000. The consolidation embraced 126 plants in various parts of the country, making some 50,000 kinds of containers. Only twenty-three of these plants are now running, it is said, and when the "trust" entered the field prices were immediately raised to consumers under the impression that a close monopoly had been acquired. But independent companies began making boxes, attracted by the very fact that prices had been raised, and to-day, after two years, about seventy-five independent concerns are said to be engaged in the industry. The largest is the American Stopper Company, also in Brooklyn. It had never made tin boxes until two years ago, but was manufacturing a patent stopper for glass cans. When it was found that the same machinery could be utilized in making tin containers the company immediately entered the field. The story of its success, as told recently by the advertising manager at the company's office, is interesting in its advertising and business phases:

"Prices were raised 100 to 200 per cent, and the 'trust' claimed to control the tin plate market. As a matter of fact, only about 50 per cent of the American output was under control, while English tin plate could always be imported profitably, even at the high tariff. When we approached consumers of tin boxes, however, they were afraid to give us contracts at the old prices, doubting our ability to fill orders. So we decided that a contract must be secured from a customer so large that there would be no question as to our responsibility. The largest consumers were the Cascarets folks. We sent a representative to Mr. Harry Kramer. He was a little doubtful of our ability, but finally said, after sound arguments had been presented, 'Well, I'll take a chance, anyway.' His order ran up into the millions, and many predicted failure for us, but we filled it, and to-day supply all the Cascaret boxes. Last year we delivered 13,120,246 to that company, and their order for this month is 500,000 of the 10-cent size, 800,000 of the 25-cent, and 30,000 of the 50-cent.

WILLIAM C. WHITNEY AS A MASCOT.—A story is going the rounds about William C. Whitney and one of his negro hostlers. Mr. Whitney had noticed that each time he visited his stable this man watched every move he made, and, upon one pretext or another, managed to keep near to him from the moment he entered the stable till he left it. The financier was greatly puzzled by the conduct of the negro, and one day he called him aside.

"Peter," he said, "why do you follow me around and watch me so closely every time I enter the stable? You must have some good reason for your actions. What is it?"

"Has I gotter 'splain, sah?"

"Certainly."

"I's powerful 'fraid dat it'll spoil de charm, sah."

"Spoil what charm? What do you mean?"

"Well, sah, it's dis yere way. Ev'ry mawnin' I looks up de entries fo' de day's races. Den I names things in de stable fo' he hosses, see? De wheels of de kerriges; de heads, an' de tails, an' de shoulders, an' de flanks of de hosses; de harnesses, whips—ev'rything in de stable's done gotter name of one of de hosses dat'll run in de races to-day. Fo' instance, when yo' comes in you walks 'round an' 'spect's things, an' yo' touches things. Whatever yo' touch, I plays. Dat air wheel yo' just shook, ter see if it's sound, is named Gold Heels, an' dis nigger's gwime ter play Gold Heels fo' de limit."

Mr. Whitney laughed heartily.

"Are you lucky, Peter?"

"Lucky? Why, Mr. Whitney, dem han's of yourn knows mo' 'bout prophecy dan ole 'Lijah hisself!"—*Exchange.*

ESTABLISHED 1775.

WHITNEY GLASS WORKS,

Manufacturers of the
Highest Grades
Amber, Green and Flint

BOTTLES

AND VIALS

OFFICES:

New York Philadelphia Chicago

FACTORIES AND HOME OFFICE:
GLASSBORO, NEW JERSEY.

Of course there are show cases nearly as good as the

"Quick Sales"
SHOW CASES

but who wants the "nearly as good" kind, while it is possible to get the original?

"Quick Sales" Show Cases are carefully planned to surpass any other show case now on the market. How well they succeed is evidenced by the fact that our new factory is crowded to its fullest capacity to keep up with the demand.

Our new factory is manned by old, experienced workmen, and our designs are the product of the best brains engaged today in the designing of show cases.

Write us today for plans, designs, and estimates for refitting your store.

QUICK SALES REGISTERED

DETROIT SHOW CASE CO.,
482-490 W. FORT ST.,
DETROIT, MICH.
Canadian Branch, Windsor, Ont.
JOHN PETZ, PRES. & SUPT.
HERBERT MALOTT, SEC'Y & TREAS.

the $25.00 in Gold for a Name

Our new steel fountain is the best ever offered to the trade and we want the best name in the world for it.
To the bottler or dispenser sending us the best name to go in this space we will remit $25 in gold.
Your name to receive attention must be accompanied by your business card. You may send as many names as you please.

steel fountain

twice as strong as any other made and absolutely safe

our fountains are all tested for 12 hours at a pressure of

1000 pounds to the square inch

our linings are of purest block-tin and a heavier gauge than that used by any other manufacturer

only one joint!

no rivets to pull out or break the tin lining!

we confidently recommend our fountain as superior in every way to any other steel fountain manufactured

there are many good points about it which we cannot print in a small "ad"

write, wire, 'phone or call on us at our nearest office

american soda fountain company

U. S. A.

and we 'll tell you all about it

Die and Save Money.—At the Metropolitan Club of Washington one evening Justice Harlan, of the Supreme Court, had introduced to him a well-known New York business man who is given to boasting of the large income he enjoys.

With the apparent purpose of impressing those about him, the New Yorker remarked that, as near as he could tell, he supposed his income exceeded $100,000. "And I simply have to make that amount," he added. "Why, with my expenses, it costs me $80,000 a year to live!"

"Dear me," said Justice Harlan blandly. "Really, that's too much! I wouldn't pay it—it isn't worth it!"—*Saturday Evening Post.*

A Great Seller.—Zodenta Tooth Soap is a splendid preparation made by F. F. Ingram & Co., of Detroit, Mich. It is demonstrating by large sales the fact that it is an article of great merit. In speaking to a representative of this paper recently, Mr. Ingram stated that Zodenta gave promise of being the most popular of all his firm's specialties. "Indeed," said Mr. Ingram, "we have made a greatly increased advertising appropriation for 1904 on the basis of this belief. This year we used the *Ladies' Home Journal* and the *Delineator* in addition to our already large list of periodicals, and the results were most gratifying. Once a druggist puts Zodenta in stock we are sure of having his orders repeated, and always for a larger quantity than before. I believe that the merit of Zodenta is really its strongest recommendation." The famous "Milkweed Cream" has always been one of the Ingram Co.'s leaders, but it would seem from the foregoing statement that Zodenta Tooth Soap is even forging ahead of that!

Mr. Shad: What could I do with a mackintosh?
Mrs. S.: But, my dear, just see how cheap they are!—*Life.*

Stand by Your Friends.—The retail druggist should stand by those who stand by him. We feel that we cannot lay too much stress upon this proposition. In this connection, we desire to call the attention of the trade to the fact that the

THE "MARVEL WHIRLING SPRAY"

Marks a New Era in Vaginal Syringes.

Our Trade Mark, *"Marvel Whirling Spray,"* has been sustained by decisions of the *United States Circuit Court.*

Our patents and trade mark are insured and protected against infringement by the *Patent Title and Guarantee Co. of New York.*

TAKE NOTICE.

All infringements will be prosecuted to the full extent of the law.

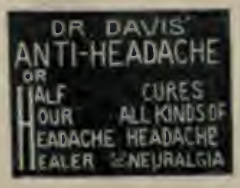
MARVEL CO.,

Times Building, Room K, New York.

DR. DAVIS'

ANTI-HEADACHE

THE PIONEER OF ALL HEADACHE REMEDIES.



Read the Special Advertising Offer below. A net profit of $6.75 on an investment of $5.25.

CUT THIS OUT

This coupon is good for one dozen 25-cent size DR. DAVIS' ANTI-HEADACHE, when signed and attached to an order for three dozen DR. DAVIS' ANTI-HEADACHE through your jobber.

Signed.....

Town.....

State.....

Date.....

Vernal Remedy Company, Buffalo, N. Y., has reduced the price of all its $1.00 preparations from $8.50 to $8.00 per dozen. Its only 50-cent preparation has always been $4.00 per dozen. This is certainly a move in the right direction, and one that should receive proper recognition and substantial encouragement from the trade.

The remedies prepared by the Vernal Remedy Company have great merit, are non-secret, and are being well advertised. With prices right, as they now are, they should commend themselves to you as desirable preparations to push. The Vernal Remedy Company has also changed the name of Vernal Saw Palmetto Berry Wine to Vernal Palmettona. This change has been made merely because the old name was too long to be easily remembered. There has been no change whatsoever in the medicine itself.

If you handle any of the Vernal Remedies, we suggest that you write to the Vernal Remedy Co., Buffalo, N. Y., as they say they can increase your demand.

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25 Don'ts for Druggists.—Ernest J. Clegg sends in the following list of "Don'ts" to the Bulletin. He copied them from the back of the dispensing counter of an English chemist in whose shop he was employed for a time:

1. Don't allow the scale pans to remain soiled.
2. Don't talk to customers when dispensing.
3. Don't send out unsightly packages.
4. Don't encourage loafing in the store.
5. Don't try to explain a fluid grain.
6. Don't remain unfamiliar with new drugs.
7. Don't forget to be polite to all customers.
8. Don't let the show globes become muddy.
9. Don't trust to your memory—make notes.
10. Don't fail to dispatch all orders promptly.
11. Don't think bottles are accurate measures.
12. Don't fail to learn the antidotes to poisons.
13. Don't talk politics or religion in your store.
14. Don't think that drops are the same as minims.
15. Don't appear before customers with your hands in your pockets.
16. Don't imagine the human jaw was intended for a cork press.
17. Don't make a practice of forgetting what you never knew.
18. Don't forget that a want book is of no value unless used.
19. Don't fail to keep your prescription and day books posted up.
20. Don't forget that dirty windows shut out trade as well as light.
21. Don't stand at the store door because you have nothing else to do.
22. Don't measure water in an oily measure when making emulsions.
23. Don't use common corks. They are unsatisfactory to all parties.
24. Don't manufacture a preparation from memory; it is never safe.
25. Don't fail to treat your competitor as you would have him treat you.

ALL YOUR ADVERTISING

FOR $2.00 PER MONTH!

Our New System of Advertising and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from $5.00, $10.00, $15.00 to $20.00 and $25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality.** It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

BE SURE TO USE THE ATTACHED COUPON, WORTH $2.00 TO YOU.

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over $10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowlinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

First Month FREE

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with $2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

DECEMBER.

M. P. Gould Company
NEW YORK

CUT OFF ON THIS DOTTED LINE

M. P. Gould Company

Drug Store and Medical Advertisers,
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.

A LETTER.—This letter speaks for itself:

HIAWATHA, KANSAS, Sep. 25, 1903.

Century Cash Register Co. Ltd., Detroit, Mich.:

GENTLEMEN—We are in receipt of yours of the 23d inst. and glad to know the two additional registers have been shipped, and that they will probably reach us before Oct. 1st.

The first register we bought of you has been very satisfactory, we having tested it in every way we could think of, and have always found it to be accurate and capable of doing the work that other machines costing several times as much could do.

Our telegraphic order of the 21st inst. for two additional machines for use in our store indicates more forcibly than words what we think of your register.

Yours respectfully,
THE ADAMS BAKER COMPANY,
By C. B. Baker, Sec'y and Treas.

CUSTOMER HOLDS THE TRUMP CARD.—A Fall River (Mass.) druggist finds himself in a rather queer predicament. His wife recently was attacked in playful fashion by a large St. Bernard pup, which tore a big hole in her gown, practically spoiling it. The druggist, indignant, sought redress to the amount of $35 as damages. The owner of the dog promptly paid. He then sent two friends to the pharmacy, where they bought, it is alleged, a bottle of liquor without having to go through the usual legal formalities. Now the dog's master has notified the druggist that he holds the trump card and threatens full exposure of the illegal sale unless the $35 is forthwith returned. Thus far the end of the chapter has not been reached.—*Pharmaceutical Era.*

"AMERICAN" FOUNTAINS.—The exquisite insert of the American Soda Fountain Company which appears between pages 8 and 9 speaks for itself.

We have never before seen a color reproduction of a soda fountain which is so lifelike. The apparatus used for illustration is the "Lynnhaven," which was built specially for the Advertising Department of the American Soda Fountain Company. The selection of onyx used is most magnificent, and

every item in construction is as near perfect as possible. The design is chaste and beautiful, and the fountain must be seen to be appreciated. The apparatus is 17 ft. 6 inches long and covers a large wall space. The dispenser, whose requirements call for an apparatus of this kind, could not possibly do better than buy a "Lynnhaven." The top, or superstructure, is in white and gold with onyx frieze and rococo ornaments at the cornice.

PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fullness, clearness and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examing Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, and results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

The first page of this insert of the American Soda Fountain Company is most striking, and is "fuller of meat than an egg." The big interrogation point asks a question that the dispenser cannot dodge. He must answer it one way or the other, and the correct answer is patent to the careful thinker.

Throughout the country are countless soda water dispensers who are operating to-day the old, out-of-date soda fountains.

These fountains are really elephants on the hands of the dispenser, and it is a problem with them to know just what to do with them.

The American Soda Fountain Company offers a solution in their offer to buy them and pay a good price for them in exchange for new "American" soda water apparatuses.

The easy terms of the American Soda Fountain Company enable a dispenser to put in a fountain with very little ready money. A small cash payment down and long time on the balance, an exceedingly advantageous arrangement to the man who has his capital tied up.

It will pay you to write, wire, 'phone, or call on the nearest office of the American Soda Fountain Company when the soda fountain question is in your mind.—AMERICAN SODA FOUNTAIN COMPANY, Boston, New York, Philadelphia, Chicago, St. Louis, Baltimore, Atlanta, Dallas, Denver, Oklahoma, San Francisco.

PROFESSOR TURNER declares that the erection of the observatory on Mount Hamilton sent up the value of land in that region considerably. Accordingly some enterprising gentlemen in another neighborhood, desiring to test the generality of the law that if a large telescope were built the value of land in the neighborhood would go up, announced a still larger telescope, and ordered two forty-inch discs of glass for the lens. The experiment succeeded admirably, and they were so well satisfied with the rise in price which followed on the mere announcement (so the story goes) that they considered it unnecessary to proceed further with the instrument. The two lenses were produced, and, not being claimed, were left on the maker's hands, the result being that the favorable opportunity for their purchase was brought to Mr. Yerkes's attention, and he bought them for the great telescope that bears his name. This, at least, is Professor Turner's version of the story.—*Argonaut.*

MOORE'S UNIVERSAL SPRING APRON

IS THE BEST.

Why? Because it keeps the clothes clean and can be put on or taken off instantly. Try it and see. Just the thing for druggists and chemists.

Made in cheviot fast colors, shrunken white cotton, and black duck. Price, $1.00, post-paid. For sale by all jobbers; write for circular. Do not send checks; send money order or stamps.

MANUFACTURED BY

E. C. MOORE & SON,

Dept. P. DETROIT, MICH., U. S. A.

When writing kindly mention *Bulletin of Pharmacy.*

$15 FOR $7.25

With one dozen 4 1-2 oz. Clover Massage Cream at $7.25, we give 1-2 dozen 50c size FREE.

One dozen $1.00 size retails for $12.00 and 1-2 dozen 50c size retails for $3.00. Total $15.00. Net Profit $7.75.

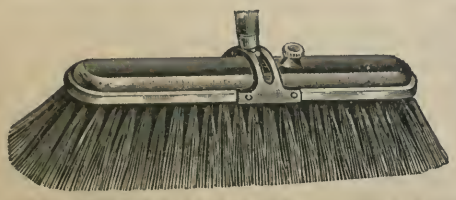
Clover Massage Cream is an antiseptic cleaner and purifier, a skin food and pore cleanser. Contains no oil nor glycerine. It is scientifically prepared and up-to date. Fully guaranteed. Attractive advertising furnished FREE. Correspondence Solicited.

THE CLOVER CHEMICAL CO.,

SOLE PROPRIETORS,

LIMA, - - - OHIO.

The World's Only Dustless Brush



Will keep your floors fresh and clean, protect your stock from injury by dust. Interest your customers and build up a new line of trade.

STEEL (RESERVOIR) BACK, NICKEL-PLATED, ADJUSTABLE HANDLE.

SEND TO-DAY FOR BRUSH ON APPROVAL

MILWAUKEE DUSTLESS BRUSH CO.,

117-119 Sycamore St., Milwaukee, Wis.

DRUGGISTS

who make powdered preparations cannot afford to be without our

SIFTER AND MIXER

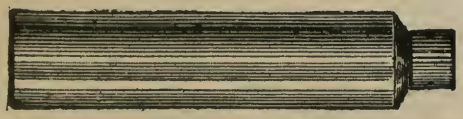
It insures a uniform product, reduces the cost of preparation and helps to build up a reputation for your goods. All sizes —for hand or power. Write for Catalogue of our Helpful Laboratory Machinery.

N. Y. OFFICE: 76 PARK PLACE.

THE J. H. DAY CO., Cincinnati, O.

COLLAPSIBLE TUBES

PURE TIN



FOR LIQUID CEMENTS, ARTISTS' COLORS, PERFUMES, SALVES, COSMETICS, OINTMENTS, TOOTH PASTES, ETC.

Manufactured by RAYMOND LEAD COMPANY,

51-59 W. Lake Street, CHICAGO.

Central Drug Mills

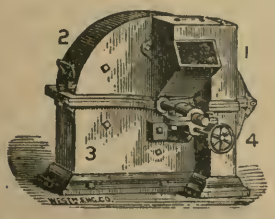
J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., - NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the *Bulletin.*

MEAD & CO., 20TH ST. & M. C. R. R. STATION B, DETROIT, MICH.

NOTE TRADE-MARK

CANT BE BEAT

This is the original of all others in Liquid form.

ARPENTER'S

WATER - PROOF LIQUID

OURT PLASTER.

HEALS CUTS, BURNS, WOUNDS, and all ABRASIONS of the SKIN

It is an invisible, water-proof, pliable, antiseptic, germ-destroying plaster, healing rapidly. We OFFER $1,000.00 for every drop of COLLODION, Acid, or Gun Cotton found in this preparation.

Toilet size, 10c. Physicians' size, 25c. Ask your Jobber for it.

Manufactured by CARPENTER CHEMICAL CO., Detroit, Mich., U. S. A.

CURRENT PRICES

DRUGS, CHEMICALS, ETC.

CORRECTED TO DECEMBER 1.

The following quotations represent the average prices charged in the New York market for the quantities usually purchased by retail druggists. Smaller quantities will probably be invoiced at higher rates; the buyer of larger parcels may obtain reduced quotations. Containers charged extra, unless otherwise specified; quantities of one ounce or less, containers included.

Acetanilid, bulk	per lb.	$ 0 29
1-lb. cartons incl	per lb.	32
1-oz. cartons incl	per oz.	7
Acetone, pure	per lb.	22
Acetozone	¼-oz. bottle.	1 40
	½-oz. bottle.	2 70
	1-oz. bottle.	5 25
Acid, Acetic, No. 8	per lb.	8
U. S. P. 36%	per lb.	8
60% pure	per lb.	10
chem. pure	per lb.	12
Glacial, com'l	per lb.	13
absolute	per lb.	28
	per oz.	5
Arsenous, Medicinal, lumps (lb. 20),	per oz.	8
powd. (lb. 19),	per oz.	8
Benzoic, English, true, oz. vials,	per oz.	16
oz boxes,	per oz.	13
German, 1-lb. cartons,	per lb.	60
1 oz cartons,	per oz.	11
Boracic, cryst	per lb.	18
powd	per lb.	19
cryst., c. p., 1-lb. cartons incl.	per lb.	28
powd., c. p., 1-lb. cartons incl	per lb.	30
Butyric, 65%	per lb.	90
Cacodylic, 1-8 oz. vials	per oz.	5 25
Camphoric	per oz.	34
Carbolic, crude, 20%, bbls	per gal.	35
30%, bbls.	per gal.	45
90%, bbls	per gal.	85
liquid, med., 95%	per lb.	27
liquefied, commercial [sometimes, but dangerously, called coal-tar creosote—see note under "Creosote"]	per lb.	32
pure white, loose crystal,	per lb.	53
white cryst., Calvert's No. 1,	per lb.	1 80
Mallinckrodt's Gold Label. 1-lb. bottles,	per lb.	26
5-lb. bottles,	per lb.	25
1-lb. cans,	per lb.	25
5-lb. cans,	per lb.	22
10-lb. cans,	per lb.	21
Chloracetic	per oz.	47
Chromic	per oz.	14
c. p.	per oz.	32
Chrysophanic	per oz.	24
Cinnamic	per oz.	49
Citric	per lb.	44
powd	per lb.	45
Formic (sp. gr. 1.06)	per lb.	50
	per oz.	15
Gallic	per oz.	9
in 1-lb. boxes	per lb.	60
Hydriodic (sp. gr. 1.50)	per oz.	27
Hydrobromic, concent., 34%	per lb.	60
	per oz.	17
dil., U. S. P.	per lb.	25
Hydrocyanic, U. S. P.	per oz.	19
Hydrofluoric	per lb.	1 80
	per ⅛-lb.	1 80
	per ¼-lb.	2 25
	per oz.	37
Hypophosphorous Solution, 50%,	per lb.	1 00
	per oz.	18
Lactic, concent	per lb.	70
	per oz.	12
Molybdic, c. p.	per lb.	5 50
	per oz.	44
pure	per lb.	2 85
	per oz.	29
Mono-chlor-acetic	per oz.	32
Acid (*cont'd*), Muriatic, com'l	per lb.	$0 04
in carboy	per lb.	1 2-5
Muriatic, c. p	per lb.	12
Nitric, com'l	per lb.	7
in carboy	per lb.	5
c. p.	per lb.	14
Nitromuriatic, c. p., U. S. P.	per lb.	30
Oleic, purified	per lb.	40
Oxalic	per lb.	12
c. p.	per lb.	32
Phosphates	per gal.	1 00
Phosphoric, dilute, U. S. P.	per lb.	9
conc., 50%	per lb.	25
syrupy, U. S. P.	per lb.	35
Phosphoric, Glacial	per lb.	55
	per oz.	11
Picric	per lb.	60
Pyrogallic, oz. tins	per oz.	22
¼-lb. tins	per lb.	2 35
½-lb. tins	per lb.	2 25
1-lb tins	per lb.	2 15
Pyroligneous	per lb.	10
	per gal.	35
Salicylic, 5- and 10-lb. bundles	per lb.	41
in 1-lb. boxes	per lb.	45
from Oil Wintergreen,	per oz.	44
Stearic	per lb.	16
Succinic	per lb.	2 75
	per oz.	28
Sulphanilic	per oz.	25
Sulphuric, com'l	per lb.	4
in carboy	per lb.	1 2-5
aromatic	per lb.	50
c. p.	per lb.	12
Sulphurous, U. S. P.	per lb.	10
Tannic, Rosengarten's	per lb.	75
	per oz.	11
U.S.P., Mallinckrodt's	per lb.	1 25
	per oz.	15
Tartaric, crystals	per lb.	37
powd	per lb.	40
Trichloracetic	per oz.	32
Valerianic	per oz.	20
Aconitine, Amorphous, ⅛-oz. vials	per oz.	11 20
Adonidin, in 15-gr. vials	each.	2 25
Adeps Lanæ	per lb.	40
Agaric, white	per lb.	40
powd	per lb.	50
Agaricin	per oz.	90
in 15-gr. vials	each.	10
Agurin	per oz.	1 70
Airol (Bismuth Oxydiogallate, Roche)	per oz.	1 00
Albumen, Egg	per lb.	75
Alcohol, 95%	per gal.	2 75
in 10-gal. lots	per gal.	2 65
amylic (Fusel oil)	per lb.	35
pure (Fusel oil)	per lb.	60
absolute	per lb.	60
deod	per gal.	2 90
in 10-gal. lots	per gal.	2 80
wood	per gal.	65
in bbls	per gal.	50
Allspice	per lb.	14
powd	per lb.	18
Almond Meal, white	per lb.	25
Almonds, shelled, bitter	per lb.	35
sweet	per lb.	35
Aloin	per oz.	8
	per lb.	50
Alum, Ammonio-ferric	per lb.	25
chrome, 1-lb. cartons	per lb.	11
dried	per lb.	12
lump	per lb.	4
powd	per lb.	6
Potassium	per lb.	15
Pencils, plain	per doz.	1 40
mounted on wood	per doz.	3 50
Aluminum, metallic, powd	per lb.	1 40
	per oz.	18
Acetate, pure	per lb.	85
	per oz.	14
Sulphate, pure	per lb.	25
c. p.	per lb.	50
Amidol	per oz.	75
Ammonia Water, 16%	per lb.	6
in carboy	per lb.	2½
20%	per lb.	7
in carboy	per lb.	4½
26%, in 1-lb. bots	per lb.	10
in carboy	per lb.	6½
Ammonium, Acetate, cryst	per oz.	14
Benzoate	per oz.	15
Bichromate	per lb.	75
Bromide	per lb.	54
	per oz.	10
Carbonate	per lb.	14
powd	per lb.	20
resublimed, pure,	per lb.	30
Citrate	per oz.	14
Hypophosphite	per oz.	18
Iodide	per oz.	37
Molybdate	per lb.	3 00
	per oz.	29
Muriate, gran., com'l	per lb.	10
lump	per lb.	14
Ammonium (*cont'd*) Muriate, purified, 1-lb. cartons	per lb.	$0 18
powd. 1-lb c.	per lb.	20
Nitrate, cryst., fused and granular	per lb.	25
Oxalate	per lb.	45
Persulphate	per oz.	16
Phosphate	per lb.	55
Salicylate	per oz.	13
	per lb.	1 00
Sulphate, com'l	per lb.	6
pure, resub.	per lb.	20
Succinate	per oz.	29
Valerianate, cryst	per oz.	19
Ammonol	per oz.	1 05
Amyl Acetate (Pear oil), com'l	per gal.	1 75
pure	per lb.	65
Valerianate (Apple oil)	per lb.	3 50
Nitrite	per oz.	19
Amylene Hydrate	per oz.	49
Aniline, Black (aniline salt)	per lb.	60
nigrosine, extra for ink,	per lb.	2 00
Blue, cotton	per lb.	2 50
acid, navy	per lb.	2 50
Blue, methyl	per lb.	3 50
methylene medicinal	per oz.	90
Brown, acid, fast	per lb.	1 20
Bismarck	per lb.	75
Cardinal	per lb.	2 00
Eosine, yellow	per lb.	3 00
Fuchsine, red	per lb.	1 75
Green, emerald, extra cryst.	per lb.	2 00
malachite, Victoria	per lb.	1 50
Orange	per lb.	1 25
Red, Albany	per lb.	60
fast	per lb.	50
Scarlet, extra, L. R.	per lb.	1 25
ordinary	per lb.	75
Violet, Hoffman's, BBB	per lb.	3 00
red	per lb.	2 50
methyl, BB	per lb.	2 50
Yellow, lemon	per lb.	2 00
Annatto	per lb.	45
Annattoine	per lb.	70
Anodyne, Hoffmann's	per lb.	55
U. S. P.	per lb.	88
Anthrarobin	per oz.	64
Antidiphtheritic Serum, "Standard" or "X,"		
No. 1, 500 antitoxic units	per bulb.	60
No. 2, 1000 antitoxic units	per bulb.	1 20
No. 3, 1500 antitoxic units	per bulb.	1 80
No. 4, 2000 antitoxic units	per bulb.	2 40
No. 5, 3000 antitoxic units	per bulb	3 60
Antidiphtheritic Serum, "Special" or "XX,"		
No. 1. 500 antitoxic units	per bulb.	92
No. 1a, 750 antitoxic units	per bulb.	1 40
No. 2, 1000 antitoxic units	per bulb.	1 80
No. 3, 1500 antitoxic units	per bulb.	2 60
No. 4, 2000 antitoxic units	per bulb.	3 20
No. 5, 3000 antitoxic units	per bulb.	4 60
Antifebrin	per oz.	17
Antikamnia (finely powdered)	per oz.	1 00
Antikamnia Tablets (1 gr., 2 gr., 5 gr., or 10 gr. each.)	per oz.	1 00
Antikamnia Tablets, Laxative	per oz.	1 00
Antikamnia and Codeine Tablets (43¾ gr. antikam., ¼ gr. sulph. codeine.)	per oz.	1 00
Antikamnia and Heroin Tablets (5 gr. antikam., 1-12 gr. heroin hyd.)	per oz.	1 00
Antikamnia and Quinine Tablets (2½ gr. antikam., 2½ gr. sulph. quinine)	per oz.	1 00
Antikamnia and Quinine Tablets, Laxative,	per oz.	1 00
Antikamnia and Salol Tablets (3½ gr. antikam., 2½ gr. salol.)	per oz.	1 00
Antikam., Quinine and Salol Tabs. (2 gr. antikam., 2 gr. quinine, 1 gr. salol.)	per oz.	1 00
Antikamnia (10 oz. assorted)	per oz.	92½
Antimony, black, powd., com'l	per lb.	8
(sulphuret.) powd., pure,	per lb.	14
Chloride Sol.	per lb.	19
Diaphoretic	per lb.	1 00
Tartrate and Potassium (see Tartar Emetic)	per lb.	38
Antinosine	per oz.	2 10
Antinnonin, in lb. cans	per lb.	85
Antipyrin, Knorr's	per oz.	31
New	per oz.	28
in lbs.	per lb.	3 00
Antispasmin, in 15-gr. vials	each.	75
Apiol, crystals, white, 15-gr. vials	per vial.	35
fluid, green	per vial.	35
Apolysin	per oz.	1 00
Apomorphia Muriate, amorphous, in ½-oz. vials	per oz.	2 80
Areca Nut	per lb.	15
powd	per lb.	25
Argols, Red	per lb.	12
powd	per lb.	15
Argyrol	per oz.	1 50
Aristochin	per oz.	2 20
Aristol (in 25-oz. lots, $1.65)	per oz.	1 80
Arrowroot, American	per lb.	10
Jamaica (so-called Bermuda),	per lb.	35
St. Vincent	per lb.	16

Arrowroot (*cont'd*) Taylor's, ¼'s...per lb. $0 33
True Bermuda.....per lb. 50
Arsenic, Bromide.....per oz. 27
Solution.....per lb. 40
Chloride Solution.....per lb. 30
Mercury Iodide Sol., Donovan's per lb. 22
Solution, Fowler's.....per lb. 10
powd., white.....per lb. 10
Iodide.....per oz. 42
Red.....per lb. 14
Yellow.....per lb. 18
Asbestos, fibrous, long.....per lb. 35
ground.....per lb. 10
Aseptol.....per oz. 26
Asparagin, in ⅛-oz. vials.....per oz. 1 50
Aspirin.....per oz. 43
Atropia, in ⅛ oz. vials.....per oz. 6 00
Sulphate, in ⅛-oz. vials...per oz. 5 00
Balsam, Copaiba, Angostura.....per lb. 60
Central America..per lb. 48
Para.....per lb. 60
solidifiable.....per lb. 75
solidified.....per lb. 1 00
Fir, Canada.....per lb. 60
Oregon.....per lb. 20
Gurjun.....per lb. 50
Mecca.....per lb. 5 50
Peru.....per lb. 1 45
Sulphur.....per lb. 40
Tolu.....per lb. 40
Tranquille.....per lb. 75
Barium Acetate, 1-oz vials.....per oz. 14
Carbonate, pure precip....per lb. 30
c. p. precip.....per lb. 90
Chloride (Muriate), c. p. cryst. per lb. 32
recryst. per lb. 17
Hydrate, pure cryst.....per lb. 40
Iodide.....per oz. 42
Nitrate, powd.....per lb. 12
c. p.....per lb. 37
Oxide, pure hydrated.....per lb. 35
per oz. 10
Peroxide, anhydrous.....per lb. 30
Sulphate.....per lb. 12
pure precip.....per lb. 27
Sulphide, com'l.....per lb. 40
pure.....per lb. 45
per oz. 12
Bark, Alder, black.....per lb. 20
red or Tag.....per lb. 20
Angostura.....per lb. 50
Bayberry.....per lb. 10
powd.....per lb. 15
Buckthorn.....per lb. 20
cut.....per lb. 25
Butternut.....per lb. 20
Canella.....per lb. 20
powd.....per lb. 25
Cascara Sagrada.....per lb. 30
ground.....per lb. 30
Cascarilla.....per lb. 20
Cassia, in mats.....per lb. 12½
powd.....per lb. 18
Saigon.....per lb. 55
powd.....per lb. 65
Cherry.....per lb. 14
ground.....per lb. 16
Cinchona Calisaya Quill.....per lb. 35
powd.per lb. 42
Red, Quill.....per lb. 40
powd.....per lb. 45
Yellow.....per lb. 30
powd.....per lb. 35
Cinnamon, Ceylon.....per lb. 35
powd.....per lb. 40
Condurango.....per lb. 35
Coto.....per lb. 45
Cotton-root.....per lb. 25
Cramp.....per lb. 16
Elm, ground.....per lb. 25
powd.....per lb. 25
slab, in 5-lb. bundles....per lb. 45
Hemlock.....per lb. 15
powd.....per lb. 20
Mezereon.....per lb. 30
Oak, white.....per lb. 15
powd.....per lb. 20
Pomegranate, fruit.....per lb. 25
bark of root....per lb. 35
Poplar.....per lb. 15
powd.....per lb. 20
Prickly Ash.....per lb. 35
Quebracho.....per lb. 40
Sassafras.....per lb. 12
powd.....per lb. 18
Simaruba.....per lb. 20
Soap.....per lb. 10
ground.....per lb. 12
powd.....per lb. 15
Wahoo.....per lb. 35
White Pine.....per lb. 16
Willow.....per lb. 15
Barley, Pearl.....per lb. 6
Robinson's, ½ lbs.....per doz. 1 50
1 lb.....per doz. 2 35
Bath Brick, 2 doz. in case.....per case. 80

Bay Rum, domestic.....per gal. $2 25
imported.....per gal. 2 75
in ½ bbls.....per gal. 2 25
in 10-gal. kegs..per gal. 2 35
Beans, Calabar.....per lb. 1 00
St. Ignatius.....per lb. 30
St. Johns.....per lb. 10
Tonka, Angostura.....per lb. 1 00
Vanilla, Bourbon, 6, 7, 8, 9-inch, per lb. $5 00 to 7 50
Mexican, No. 1, 6½ to 9-inch....per lb., 8 00 to 10 00
Tahiti, 6 to 7½-in...per lb. 2 50
Benzine.....per gal. 25
in bbls.....per gal. 12
Benzole, pure.....per lb. 30
Benzonaphthol.....per oz. 27
Berberine, carbonate.....per oz. 5 00
hydrochlorate.....per oz. 1 70
pure.....per oz. 2 00
sulphate.....per oz. 1 70
Berries, Buckthorn.....per lb. 25
Cocculus Ind.....per lb. 12
Cubeb.....per lb. 15
powd.....per lb. 20
Juniper.....per lb. 8
ground.....per lb. 12
Laurel.....per lb. 12
Poke.....per lb. 25
Prickly Ash.....per lb. 35
Sumac.....per lb. 18
Betol.....per oz. 60
Bismuth and Ammonia Citrate....per oz. 27
Beta Naphthol (Orphol). per oz. 80
Citrate.....per oz. 27
Liquor.....per lb. 26
Metallic.....per lb. 2 55
Oxychloride.....per lb. 2 85
Salicylate, 64%.....per oz. 27
Subcarbonate.....per lb. 2 85
Subgallate.....per lb. 2 70
Subnitrate, U. S. P.....per lb. 2 25
Rosengarten's.per lb. 2 25
Bladder Wrack.....per lb. 25
Blue Mass, powd.....per lb. 55
U. S. P.....per lb. 50
Soluble, Tieman's.....per lb. 45
Vitriol.....per lb. 7
in bbls.....per lb. 5½
powd.....per lb. 13
c. p.....per lb. 23
Borax, calcined.....per lb. 50
powd.....per lb. 12
pure cryst. or powd.....per lb. 22
refined.....per lb. 10
Bole, Armenian.....per lb. 10
Bone Ash.....per lb. 8
Bone, Cuttlefish.....per lb. 30
powd.....per lb. 25
jewelers'.....per lb. 50
Boroglycerin.....per lb. incl. 1 00
50% solution.....per lb. 50
Breast Tea.....per lb. 35
Brimstone, Roll.....per lb. 4
in 50-lb. lots.....per lb. 3
in bbls.....per lb. 2 4-10
Bromal Hydrate.....per oz. 1 50
Bromine.....per lb. 70
per oz. incl. tin and vial. 19
Trichloride..1 oz. vials and cans, per oz. 60
Bromoform.....per oz. 19
Bromopin.....per oz. 18
Brucine, pure or sulphate, ⅛-oz. vials, per oz. 1 75
Buds, Balm Gilead.....per lb. 75
Cassia.....per lb. 25
Cacao Butter.....per lb. 50
Barker's Rolls, 40 in box, per box. 1 60
Cadmium Bromide.....per oz. 18
per lb. 1 15
Chloride.....per oz. 19
Iodide.....per oz. 32
per lb. 3 25
Metallic.....per lb. 1 15
Nitrate.....per oz. 19
Sulphate.....per oz. 17
Caffeine (Theine), pure.....per lb. 3 50
1 oz. cartons..per oz. 29
Acetate, ⅛-oz. vials.....per oz. 54
Benzoate, 1 oz. vials.....per oz. 31
Bromide, 1-oz. vials.....per oz. 31
Citrated, 1-oz. vials.....per oz. 23
per lb. 2 20
Hydrochlorate, 1-oz. vials..per oz. 35
Nitrate, 1-oz. vials.....per oz. 75
Salicylate, 1-oz. vials.....per oz. 35
Sulphate, 1-oz. vials.....per oz. 35
Valerianate, 1-oz. vials....per oz. 40
and Sodium Benzoate.....per oz. 33
Salicylate.....per oz. 33
Calamine (light or dark).....per lb. 12
Calcium Benzoate.....per oz. 19
Bromide.....per oz. 12
per lb. 60
Carb. precip.....per lb. 10
Carbide.....per lb. 20
Chloride, fused, anhydrous.per lb. 60

Calcium (*cont'd*) Chloride, fused or gran., per lb. $0 24
Glycerophosphate.....per oz. 29
Hypophosphite.....per lb. 65
Iodide.....per oz. 37
Lactophosphate.....per oz. 17
Phosphate precip., 1-lb. carton, per lb. 19
Salicylate.....per oz. 22
Calomel, American.....per lb. 1 03
English.....per lb. 1 25
Camphor.....per lb. 62
in ¼-lb. squares.....per lb. 63
in ¼-lb. squares, cases 100 lbs., per lb. 59
in 1-oz. blocks.....per lb. 65
in bbls.....per lb. 59
powd.....per lb. 75
Monobromated.....per oz. 17
per lb. 1 25
Candy, Rock, on strings.....per lb. 12
Cantharides, Chinese.....per lb. 60
powd.....per lb. 65
Russian.....per lb. 95
powd.....per lb. 1 00
Capsicum, African, pods.....per lb. 18
powd.....per lb. 22
Caramel.....per lb. 16
Carbon Bisulphuret....per lb., cans incl. 16
in 5-lb cans, per lb., cans incl. 18
Tetrachloride.....per lb. 32
Carmine, No. 40.....per oz. 30
Cassia Fistula.....per lb. 15
Castor Fiber.....per oz. 1 00
Catechu.....per lb. 14
powd.....per lb. 23
Cerium nitrate.....per oz. 24
oxalate, in 1-oz. cartons...per oz. 7
per lb. 47
Chalk, French, cut.....per lb. 10
powd.....per lb. 5
precip., English.....per lb. 10
prepared in drops.....per lb. 8
Red fingers.....per lb. 12
White, lump.....per lb. 3
in bbls.....per. lb. ¾
Charcoal, animal.....per lb. 8
willow, in 1-lb. cartons....per lb. 16
China Clay.....per lb. 8
Chinoidine.....per oz. rolls. 12
powd., purified.....per oz. 35
Chloralamid, in 25 gm. bot.....per bot. 80
Chloral, Croton, Hydrate.....per oz. 35
Hydrate, cryst.....per lb. 1 25
crusts.....per lb. 1 20
Chloretone.....per oz. 85
Chloroform.....per lb. 55
purified.....per lb. 65
Chlorophyl, for aqueous or alcoholic solutions.....per oz. 35
Chrysarobin (see Acid Crysophanic).
Cinaphenin.....per oz. 1 35
Cinchonidia Salicylate.....per oz. 38
Sulphate, 5-oz. tins....per oz. 29
in 100-oz tins.per oz. 25
in 1-oz. vials..per oz. 34
Citrophen.....per oz. 90
Civet.....per oz. 3 00
Cloves.....per lb. 22
powd.....per lb. 26
Cobalt, powd. (fly poison).....per lb. 25
Cocaine Hydrochlorate, large crystals, P. D. & Co.'s, in 1-oz. vials incl. per oz. 5 00
Cocaine Hydrochlorate, small cryst., P. D. & Co.'s, in ⅛-oz. vials.....per oz. 4 65
in 1-oz. vials.....per oz. 4 50
Cocaine Muriate, cryst., bulk.....per oz. 4 25
in 1-oz. vials.....per oz. 4 30
in ⅛-oz. vials.....per oz. 4 50
Phenate, 50% sol....in 30-gr. vials. 1 25
Cochineal, Honduras.....per lb. 50
powd.....per lb. 55
Cocoa, Baker's Bromo.....per lb. 42
Breakfast.....per lb. 48
Epps'.....per lb. 45
Butter of, Baker's AA.....per lb. 50
White...per lb. 55
Huyler's.....per lb. 50
Maillard's.....per lb. 50
Codeine, pure, in ⅛-oz. vials.....per oz. 4 40
Phosphate, in ⅛-oz. vials..per oz. 3 90
Muriate, Rosengarten's..per oz. 4 15
Sulphate, in ⅛-oz. vials...per oz. 4 15
Coffee, Acorn.....per lb. 20
Colchicine, cryst., in 15-gr. vials.....each. 2 10
Colocynth Apples, select.....per lb. 60
powd.....per lb. 65
Collodion.....per lb. 77
Cantharidal.....per lb. 2 00
Copper, Arseniate.....per oz. 19
Arsenite.....per oz. 19
Acetate, cryst.....per lb. 60
Carbonate.....per lb. 28
Chloride.....per lb. 60
Iodide.....per oz. 38
Oxide, Black.....per lb. 60
Sulphate (see Blue Vitriol).

Copper (*cont'd*) purified, 1-lb. cartons	lb.	$0 23
Copperas	per lb.	3
in bbls	per lb.	¾
Cornu Cervi, calcined	per lb.	20
shavings	per lb.	25
Corrosive Sublimate, cryst	per lb.	91
powd	per lb.	1 01
c. p.	per lb.	1 30
Cotoin, true, ⅛'s	per oz.	14 00
Cotton, Gun	per oz.	18
Cream Tartar, crystals	per lb.	30-33
pure, powd	per lb.	30-33
Creolin Pearson, 1-lb	per doz.	8 00
Creosote, Beechwood	per lb.	1 10
Carbonate	per oz.	65

NOTE: Only the creosote made from wood-tar should be sold as "creosote." The coal-tar product is poisonous; it should be known and sold for what it really is—"carbolic acid, liquefied;" and it will be found listed under this name among the "acids."

Crocus Martis	per lb.	10
Metallorum, powd	per lb.	27
Cudbear	per lb.	22
Cumarine	per oz.	39
Daturine Alkaloid cryst., 15 gr. vials,	each.	1 50
Sulphate, 15-gr. vials	each.	1 50
Dermatol	per oz.	19
	per lb.	2 50
Dextrin, white	per lb.	10
yellow	per lb.	9
Dextrose (Grape Sugar), c. p	per lb.	2 00
Diabetin	per lb.	1 80
Diastase of Malt, Medicinal	per oz.	1 14
Digitalin, pure, in ⅛ oz. vials incl.	per oz.	8 00
in 15-grain vials	per vial.	50
Diogen (photographic developer)	per oz.	37
Dionin, 15-gr. vials	each.	35
Tablets, ¼-gr., 100 in vial	per bot.	60
¼-gr., 50 in vial	per bot.	35
Diuretin, Knoll's	per oz.	1 80
Dover's Powder, U. S. P.	per lb.	1 15
Dragon's Blood, powd	per lb.	50
select	per lb.	80
Duboisin Sulphate, 15-gr. vials	each.	1 50
Earth, Fullers'	per lb.	5
powd	per lb.	8
Elkonogen, 1-lb. tins incl.	per lb	3 95
½-lb. tins incl	per lb.	4 20
¼-lb. tins incl	per lb.	4 80
1-oz. tins incl	per oz.	37
Elaterin, ⅛ oz. vials	per oz.	18 00
Elaterium	per oz.	65
Emery Flour	per lb.	8
Grain	per lb.	10
Epicarin	per oz.	50
Ergot, German, powd	per lb.	70
Spanish	per lb.	60
powd	per lb.	70
Ergotin (Bonjean's)	per oz.	30
	per lb.	5 00
Eserine, c. p., in 5-gr. tubes	each.	1 00
Salicylate, in 5-gr. tubes	per gr.	19
Sulphate, in 5 gr. tubes	per gr.	19
Ether, Acetic	per lb.	50
Butyric	per lb.	1 05
Chloric, conc	per lb.	67
Nitrous, conc., 1-19	per lb.	90
1 10	per lb.	80
Rum	per lb.	1 50
Sulphuric, 1880, incl	per lb.	72
1-90, incl	per lb.	80
washed	per lb.	76
Ethyl Bromide	per oz. incl.	20
Iodide	per oz.	44
Eucalyptol	per oz.	18
Euphorin	per oz.	1 00
Europhen	per oz.	1 80
Exalgin	per oz.	1 40
Ext. Logwood, bulk	per lb.	11
Witch Hazel, distilled	per gal.	75
in bbls	per gal.	60
Ferratin, powd	per oz.	85
tablets	per box.	85
in 25-oz. lots	per oz.	80
Ferropyrine	per oz.	1 35
Flake White	per lb.	14
Flour Spar	per lb.	10
Flowers, Althea	per lb.	40
Arnica	per lb.	15
powd	per lb.	20
Borago	per lb.	50
Calendula	per lb.	50
Cassia	per lb.	1 75
Chamomile, German	per lb.	25
Roman	per lb.	20
Elder	per lb.	20
Insect (Pyrethrum)	per lb.	40
Koosso	per lb.	60
powd	per lb.	75
Lavender	per lb.	15
Malva Black	per lb.	35
no calyx	per lb.	40
Blue	per lb.	50
Melilot	per lb.	20
Mullein	per lb.	90
Orange	per lb.	1 00
Poppy, red	per lb.	50
Red Rose	per lb.	1 50
powd	per lb.	1 60
Flowers (*cont'd*), Rosemary	per lb.	$0 35
Saffron, American	per lb.	60
Spanish	per lb	9 00
Tilia, with leaves	per lb.	30
no leaves	per lb.	40
Formalin	per lb.	45
Formin, Merck	per oz.	35
Frosting, white	per lb.	35
Fullers' Earth (see Earth, Fullers').		
Gaduol	per oz.	37
Gallanol	per oz.	1 25
Gallobromol	per oz.	1 25
Galls, Aleppo	per lb.	25
powd	per lb.	30
Gambier, or Terra Japonica	per lb.	9
Garantose (350 times sweeter than best sugar)	per lb.	2 50
	per oz.	25
Garlic, in strings	per string.	25
Gelanthum, in 1-lb. jars	per lb.	75
Gelatin, Cox's, 2-oz.	per doz.	1 75
1-oz.	per doz.	1 25
Cooper's, 2 oz	per doz.	75
sheet	per lb.	50
French, pink	per lb.	1 00
white, extra	per lb.	60
No. 1	per lb.	50
No. 2	per lb.	35
German, gold label	per lb.	50
silver label	per lb.	35
copper label	per lb.	30
Nelson's, 2-oz.	per doz.	1 65
amber	per lb.	1 15
photo, No. 1	per lb.	1 40
No. 2	per lb.	1 20
Gelsemin (resinoid)	per oz.	2 50
Gelseminine Alkaloid, 15-gr. vials	each.	2 50
Hydrochlor., amorph., 15-gr. vials	each.	2 50
Sulphate, amorph., 15-gr.	vial.	2 50
Glass Wool	per oz.	75
Gold Bromide, in 15-gr. vials	each.	1 25
Chloride, in 15 gr. vials	per doz.	5 00
in 30-gr. vials	per doz.	10 50
in ⅛-oz. vials	per oz.	12 00
and Sodium Bromide, in 15-gr. vials,	each.	70
Chlor., in 15-gr. vials,	per doz.	2 70
in 30-grain vials,	per doz.	5 15
in ⅛-oz. vials,	per oz.	6 10
Cyanide, tri, in 15-gr. vials	each.	2 75
Oxide, in 15 grain vials	each.	1 20
Glycerin, Price's, in 1-lb. bots.	per lb.	55
in 5-lb bots	per lb.	50
Schering's, in 1-lb. bots.	per lb.	50
in 10-lb. bots	per lb.	40
28°	per lb.	20
28° in 50-lb. cans	per lb.	16½
30°	per lb.	22
30° in 50-lb. cans	per lb.	17½
Vienna, c. p., in 1-lb. bottles,	per lb.	65
in 5-lb. bots	per lb.	55
Bowers', in 1-lb. bots	per lb.	60
Glycine, in oz. vials	per oz.	75
Glycyrrhizin, ammoniated	per oz.	29
Grains Ambrette	per lb.	50
Paradise	per lb.	25
powd.	per lb.	32
Green, Paris, arsenic kegs	per lb.	15
100-lb. kegs	per lb.	15½
14- and 28-lb. pkgs	per lb.	16
1-lb. pkgs	per lb.	16
½-lb. pkgs	per lb.	17
¼-lb. pkgs	per lb.	18
Guaiacol, absolute	per oz. incl.	28
	per lb.	2 40
Carbonate	per oz. incl.	1 50
Salicylate	per oz.	1 60
Guaiamar	per oz.	1 25
Guarana (Paullinia)	per lb.	90
powd	per lb.	1 00
Gum Aloes, Cape	per lb.	20
powd	per lb.	22
Curacao	per lb.	15
powd	per lb.	20
Soc	per lb.	30
powd	per lb.	40
Amber, tears	per lb.	40
Ammoniac, tears	per lb.	30
powd	per lb.	75
Arabic, 1st	per lb.	50
powd	per lb.	50
2d	per lb.	30
sorts	per lb.	20
Asafetida, select	per lb.	22
Benzoin, marbled	per lb.	45
Siam	per lb	1 75
Catechu	per lb	14
Chicle	per lb.	45
Damar	per lb.	20
Elimi	per lb.	50
Galbanum, pure, strained	per lb.	1 25
Gamboge, powd	per lb.	1 10
Gum (*cont'd*) Gamboge, pipe, select	per lb.	$1 00
Guaiac, select, strained	per lb.	40
powd	per lb.	50
Kino, true	per lb.	50
powd	per lb.	55
Mastic	per lb.	55
Myrrh, select	per lb.	40
Opium	per lb.	3 35
powd	per lb.	4 35
Senegal	per lb.	25
sifted	per lb.	28
Sandarac	per lb.	30
Shellac, bleached	per lb.	55
native	per lb.	55
English	per lb.	60
D. C.	per lb.	75
Garnet	per lb.	50
powd	per lb.	60
Spruce, true	per lb.	1 50
extra	per lb.	2 00
Storax, liquid	per lb.	35
Thus	per lb.	10
Tragacanth, flake, 1st	per lb.	80
2d	per lb.	60
powd	per lb. 60 to	1 10
ribbon, No. 1	per lb.	1 00
Gutta Percha, crude shavings	per lb.	1 75
sheet	per lb.	1 75
Hedonal	per oz.	1 60
Helenin, cryst., white, in 15-gr. vials	each.	50
Heliotropin, in 1-oz. vials	per oz.	69
Hematoxylin, in ⅛-oz. vials	per oz.	2 00
Hemo-gallol	per oz.	80
Tablets, 4 gr., 100 in bot.	each.	80
Hemol	per oz.	80
Heroin, in 15-grain vials	each.	23
in ¼ oz. vials	per oz.	5 15
in ½-oz. vials	per oz.	5 00
in 1-oz. vials	per oz.	4 85
Hydrochlor., in 15-gr. vials,	each.	23
in ¼-oz. vials,	per oz.	5 15
in ½ oz vials	per oz.	5 00
in 1-oz. vials	per oz.	4 85
Hiera Picra (pulv. aloes and canella),	per lb.	35
Homatropine Alkaloid, in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	40 to 45
Hydrobrom., in 5-gr., 10-gr., and 15 gr. vials,	per gr.,	30 to 35
Hydrochlor., in 5-gr., 10-gr., and 15 gr. vials,	per gr.,	37 to 42
Salicylate, in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	37 to 42
Sulphate, in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	37 to 42
Hoffmann's Anodyne	per lb.	55
U. S. P.	per lb.	88
Holocaine, in 1-gramme vials	each.	35
Honey, strained	per lb.	12
Hops, new	per lb.	40
1899, bulk	per lb.	35
pressed, in ¼ lbs., ½-lbs., and 1-lbs.,	per lb.	40
ozs.	per lb.	45
1898, old, in ¼-lbs., ½-lbs., and lbs.,	per lb.	20
Hydragogin	15-Gm. vials,	ea. 90
Hydrastine, Alkaloid, c. p.	15-gr. vials,	ea. 40
	per oz.	4 79
Muriate	15-gr. vials,	ea. 30
	per oz.	6 25
Sulphate	15-gr. vials,	ea. 40
	per oz.	6 25
Hydrochinon, lbs., ½ and ¼ lbs.,	per lb.	1 52-1 58
ozs.	per oz.	15
Hydrogen Dioxide, lbs., ½ lbs., and ¼ lbs.,	per lb.	30-44
Peroxide, medicinal	per lb.	36-42
Hyoscine, Amorph., in 15-gr. vials,	each.	5 50
Hydrobromate, in 3 gr., 5-gr., 10-gr., and 15-gr. vials,	per gr.,	32 to 50
Hydrobromate, in 1-gr. vials,	per gr.,	60
Hydrochlorate, in 3-gr., 5-gr., 10-gr., and 15-gr. vials,	per gr.,	32 to 50
Hydriodate, in 3-gr., 5-gr., 10-gr., and 15 gr. vials,	per gr.,	32 to 50
Sulphate, in 3 gr., 5-gr., 10-gr., and 15 gr. vials,	per gr.,	32 to 50
Hyoscyamine, alkaloid, cryst., in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	32 to 40
alkaloid, amorph., in 5 gr., 10-gr., and 15 gr. vials,	per gr.,	20 to 25
Hydrobromate, in 5 gr., 10-gr., and 15-gr. vials,	per gr.,	20 to 25
Hydrochlorate, in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	20 to 25
Hydriodate, in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	32 to 40
Sulphate, amorph., in 5-gr., 10-gr., and 15-gr. vials,	per gr.,	20 to 25

Hyoscyamine (*cont'd*) Sulph., cryst., in 5-gr., 10-gr., and 15-gr. vials. per gr $0 32–$0 40
Hypnone, medicinal, 1-oz. g. s. vials. per oz. 1 15
Iatrol ... per oz. 95
Ichthalbin ... per oz. 80
Tablets, 5 grs ... per oz. 1 00
Ichthyol, Ammonium, lb., ½ lb. and ¼ lb., per lb., $4 50–4 90
ozs., per oz. 35
Sodium, ozs ... per oz. 40
Imogen (Photo. developer) ... per oz. bot. 37
Indigo, Manila ... per lb. 80
Madras ... per lb. 85
powd ... per lb. 95
Bengal ... per lb. 1 60
powd ... per lb. 1 70
Insect Powder, P. D. & Co., in kegs, per lb. 17½ to 24
Iodantipyrin (Iodopyrin) ... per oz. 1 40
Iodine, Crude ... per lb. 2 50
Resublimed ... per lb. 3 20
per oz. 30
Bromide ... per oz. 55
Solution, 15% ... per oz. 28
Chloride Solution ... per oz. 55
Iodipin, 10% ... per oz. 28
25% ... per oz. 65
Iodoform, cryst. or powd ... per lb. 3 50
per oz. 30
Deodorized ... per oz. 54
Bituminized ... per oz. 74
Iodoformin ... per oz. 60
Iodoformogen ... per oz. 50
Iodol ... per oz. 1 25
Iodomuth ... per oz. 75
Iridin, pure ... per oz. 2 54
Iron, Acetate, dry ... per oz. 26
liquor, U. S P ... per lb. 35
tincture ... per lb. 50
Albuminate, scales ... per oz. 20
Alcoholized ... per lb. 32
Ammoniated ... per lb. 35
Arsenate (or arseniate) ... per oz. 18
Arsenite ... per oz. 18
Benzoate ... per oz. 26
Bromide ... per oz. 16
by hydrogen, 60–70% ... per lb. 53
gray, 80–85% ... per lb. 68
black ... per lb. 45
Carb., precip ... per lb. 12
Carbonate, Proto ... per lb. 30
sacch ... per lb. 40
Chloride, crystals (Ferric Chloride) per lb. 25
solution, for tinct ... per lb. 14
tincture ... per lb. 35
Proto. (Ferrous Chloride) per oz. 16
Citrate, soluble, lbs ... per lb. 51
ozs ... per oz. 11
per lb. 1 90
U. S. P ... per lb. 54
per oz. 11
Citrate and Ammonia ... per lb. 51
green, scales ... per lb. 70
and Quinine ... per oz. 22
per lb. 1 90
and Strychnine ... per lb. 1 00
ozs ... per oz. 13
Quinine and Strych ... per oz. 24
Dialyzed ... per lb. 30
Filings ... per lb. 10
Ferrocyanide, medicinal, lbs ... per lb. 44
ozs ... per oz. 9
Glycerinophosphate ... per oz. 35
Hydr. Oxide (Ferric Hydrate) per lb. 35
Hypophosphite ... per oz. 16
per lb. 1 20
Iodide ... per oz. 34
syrup ... per lb. 37
Lactate ... per oz. 9
Lactophosphate ... per oz. 20
Nitrate, for dyeing ... per lb. 11
Solution U. S. P ... per lb. 25
Oxalate ... per oz. 16
Oxide, black ... per lb. 40
Phosphate precip ... per lb. 37
U. S. P., scales ... per lb. 51
per oz. 11
Pyrophosphate ... per lb. 51
per oz. 11
Salicylate ... per oz. 15
Subsulphate ... per lb. 27
per oz. 8
Solution ... per lb. 15
Succinate ... per oz. 29
Sulphate, dried, pure ... per lb. 17
com'l ... per lb. 16
pure, cryst ... per lb. 6
granulated ... per lb. 8
granulated, c. p ... per lb. 25
Sulphide, Ferrous ... per lb. 18
Sulphocarbolate ... per oz. 13
Tannate ... per oz. 22
Tartrate ... per oz. 19
and Ammonium ... per lb. 62
per oz. 11
Potassium ... per lb. 48

Iron (*cont'd*), Tartrate & Potassium ... per oz. $0 10
Tersulphate, sol., U. S. P ... per lb. 20
dried ... per lb. 40
Turnings (wrought iron) ... per lb. 10
Valerianate ... per oz. 19
and Ammonia Protosulph ... per lb. 14
Isinglass, American ... per lb. 1 00
Brazil shred ... per lb. 2 90
Russian, true Beluga ... per lb. 4 50
Japanese ... per lb. 70
Juice, Cineraria Maritima, ¼-oz. bots., per doz. 9 00
Conium ... per lb. 1 50
Dandelion ... per lb. 1 25
Elder ... per lb. 60
Juniper ... per lb. 60
Licorice ... per lb. 60
Lime ... per gal. 90
clarified ... per gal. 1 25
Papaw, dry ... per oz. 1 00
Kamala, powd ... per lb. 60
Kaolin ... per lb. 7
Kefir Fungi ... per oz. 1 00
Keratin, from horn ... per oz. 75
pepsinized, in ⅛-oz ... per oz. 3 75
Kermes mineral ... per lb. 90
Kola Nuts, Afr ... per lb. 30
Koussein Amorph., in ⅛-oz ... per oz. 6 00
Kryofine ... per oz. 1 00
Lac Dye, powd ... per lb. 20
Lacmoid scales, in ⅛-oz. vials ... per oz. 1 75
Lactophenin, powd ... per oz. 1 00
tablets ... per oz. 1 00
in 25-oz. lots ... per oz. 90
Lactucarium ... per lb. 9 00
in ozs ... per oz. 64
Lanolin, in ¼-lb., ½-lb., and 1-lb ... per lb. 75
Lapis Calaminaris ... per lb. 10
Lard, Benzoated, in 5-lb. cans ... per lb. 30
Dehydrated, in 5-lb. cans ... per lb. 30
Largin ... per oz. 1 75
Lead, Acetate, granular, pure ... per lb. 20
powd, pure ... per lb. 20
white ... per lb. 14
Benzoate ... per oz. 29
Bromide ... per oz. 24
Carbonate ... per lb. 12
pure ... per lb. 60
Chloride, pure, 1-oz ... per oz. 12
Chromate ... per lb. 1 10
Iodide, powd ... per oz. 27
Metallic, pure, gran. (test). per lb. 50
Nitrate ... per lb. 14
c. p ... per lb. 50
Oxide, com'l ... per lb. 12
medicinal ... per lb. 75
Subacetate, sol ... per lb. incl. 20
Sulphate, medicinal ... per lb. 60
Tannate, dry ... per oz. 24
Leaves, Aconite, English, in 1-lb. cans, per lb. 1 10
German ... per lb. 15
powd ... per lb. 25
pressed, ozs., per lb. 25
Angelica, pressed, ozs ... per lb. 25
Adder's Tongue, ozs ... per lb. 40
Arbor Vitæ ... per lb. 24
Bay, ozs ... per lb. 20
Belladonna, English, 1-lb. tins, per lb. 1 20
German ... per lb. 25
powd ... per lb. 30
pressed, ozs ... per lb. 38
Benne, pressed, ozs ... per lb. 60
Blessed Thistle, pressed, ozs., per lb. 34
Borage, pressed, ozs ... per lb. 35
Buchu, long ... per lb. 1 50
short ... per lb. 35
powd ... per lb. 40
Buckbean, pressed, ozs ... per lb. 30
Cannabis Indica ... per lb. 1 25
Castor ... per lb. 30
Coca ... per lb. 40
Conium, English, 1-lb. tins ... per lb. 1 00
German ... per lb. 20
powd ... per lb. 25
pressed, ozs ... per lb. 30
Coltsfoot ... per lb. 20
pressed, ozs ... per lb. 25
Damiana ... per lb. 25
Digitalis, English, 1-lb. tins ... per lb. 85
German ... per lb. 25
powd ... per lb. 35
pressed, ozs ... per lb. 30
Eucalyptus ... per lb. 18
Grindelia Robusta ... per lb. 25
Squarrosa ... per lb. 40
Hardhack, pressed, ozs ... per lb. 30
Hemlock, pressed, ozs ... per lb. 30
Henbane, English, 1-lb. tins ... per lb. 1 60
German ... per lb. 25
powd ... per lb. 35
pressed, ozs ... per lb. 30
Henna ... per lb. 60
powd ... per lb. 70
Jaborandi ... per lb. 34

Leaves (*cont'd*), Jaborandi, powd ... per lb. $0 40
Liverwort, pressed, ozs ... per lb. 27
Lovage, pressed, ozs ... per lb. 43
Lungwort, pressed, ozs ... per lb. 34
Marjoram, sweet ... per lb. 36
Matico ... per lb. 25
powd ... per lb. 40
Mistletoe, pressed, ozs ... per lb. 30
Mugwort, pressed, ozs ... per lb. 35
Mullein, pressed, ozs ... per lb. 19
Parsley, pressed, ozs ... per lb. 40
Plantain, pressed, ozs ... per lb. 30
Poppy, pressed, ozs ... per lb. 35
Raspberry, pressed, ozs ... per lb. 25
Rose, pale ... per lb. 30
red ... per lb. 1 25
Rosemary, bulk ... per lb. 25
pressed, ozs ... per lb. 25
Sage, American, leaf ... per lb. 25
Italian ... per lb. 10
ground ... per lb. 18
loose pressed, ¼'s per lb. 15
pressed, ¼'s ... per lb. 12
pressed, ½'s ... per lb. 18
Savin, bulk ... per lb. 20
powd ... per lb. 30
pressed, ozs ... per lb. 25
Senna, Alexandria ... per lb. 20
garbled ... per lb. 25
powd ... per lb. 25
Tinnevelly, select ... per lb. 15
Stramonium ... per lb. 20
powd ... per lb. 25
pressed, ozs ... per lb. 24
Strawberry, pressed, ozs ... per lb. 25
Sumac, pressed, ozs ... per lb. 30
Thyme, pressed, ozs ... per lb. 24
Uva Ursi ... per lb. 12
powd ... per lb. 20
Witch-hazel, pressed, ozs ... per lb. 23
Leeches, Swedish ... per doz. 65
Lemon Peel ... per lb. 15
ground ... per lb. 17
Licorice Calabria, Corigliano, 4's, 6's, 8's, and 16's ... per lb. 30–34
Corigliano, mass. per lb. 27–30
P. & S., 16's ... per lb. 26–30
Solazzi, 4's ... per lb. 28–32
powd ... per lb. 30
M. & R., stick, 5-lb. boxes ... per lb. 25
lozenges, 5-lb. boxes, per lb. 25
Cataluna, 100 sticks in box ... per box. 50
wafers, in bags, 48 in box, per box. 1 35
Scudder's, 8's and 16's, 5-lb. boxes, per lb. 25
lozenges, 5-lb. tins, per lb. 25
5c. packages, per box. 65
Eureka Pellets, 5-lb. tins ... per lb. 25
Y. & S., stick, 5-lb. boxes ... per lb. 25
Acme pellets, 5-lb. cans, per lb. 30
Acme pellets, 5c. bags, 40 in box ... per box. 1 10
lozenges, 5-lb. cans, per lb. 25
wafers ... per lb. 30
Lime Bisulphite solution ... per gal. 30
Carbolate ... per doz. 1 25
No. 1 ... per lb. 9
No 2 ... per lb. 6
Chloride, bulk ... per lb. 3
bulk, jars ... per lb. 5
in 1-lb cans ... per lb. 8
Glycerophosphate ... per oz. 29
Iodide, Nichols ... per oz. 42
Lithium Acetate ... per oz. 30
Benzoate ... per lb. 1 60
per oz. 18
Benzo-salicylate ... per oz. 24
Bitartrate ... per oz. 26
Bromide ... per lb. incl. 2 20
per oz. 25
Carbonate ... per lb. incl. 2 30
ozs ... per oz. 25
Chloride ... per lb. 2 70
ozs ... per oz. 26
Citrate ... per lb. incl. 1 52
ozs ... per oz. 16
Glycerino-phosphate ... per oz. 74
Iodide ... per oz. 38
Nitrate ... per oz. 25
Salicylate ... per lb. incl. 1 45
ozs ... per oz. 17
Sulphate ... per oz. 30
Tartrate ... per oz. 28
Litmus Cubes ... per lb. 30
Paper (see Paper).
Lunar Caustic, ozs ... per oz. 56
No. 2, 67% Nitrate Silver, per oz. 42
No. 3, 50% Nitrate Silver, per oz. 34

Lunar Caustic (*cont'd*), Mitigated, 33%		
Nitrate Silver	per oz.	$0 30
in cones	per oz.	66
Lodestone	per lb.	35
Lotion, Granville's	per lb.	38
Lupulin	per lb.	40
Lycopodium, Russian	per lb.	75
Lysol	per lb.	63
in 1-gal. jugs	per gal.	4 00
Mace	per lb.	60
powd	per lb.	65
Madder, Dutch	per lb.	12
Magnesium, Metallic powder, lbs.	per lb.	2 70
ozs.	per oz.	24
ribbon, oz. roll,	per oz.	60
Acetate	per oz.	24
Benzoate	per oz.	29
Boro-Citrate, lbs.	per lb.	1 25
ozs.	per oz.	18
Bromide	per oz.	25
Calcined	per lb.	55
Carbonate, 2-oz. pkgs.	per lb.	18
4-oz. pkgs.	per lb.	17
Chloride fused	per lb.	30
crystals	per lb.	30
Citrate	per oz.	24
Glycerinophosphate	per oz.	44
Hypophosph	per oz.	17
Iodide	per oz.	47
Lactate	per oz.	24
Lactophosphate	per oz.	29
Phosphate	per lb.	50
	per oz.	10
Salicylate	per oz.	25
Silicate	per oz.	24
Sulphate, dried	per lb.	13
c. p.	per lb.	18
Sulphite	per lb.	40
	per oz.	8
Manganese, Black Oxide	per lb.	10
Borate	per lb.	52
Bromide	per oz.	38
Carbonate	per oz.	14
Chloride	per oz.	14
Citrate	per oz.	29
Glycerinophosphate	per oz.	44
Hypophosph	per oz.	16
Iodide	per oz.	40
Lactate	per oz.	29
Phosphate	per oz.	18
Sulphate	per oz.	10
pure cryst	per lb.	45
dried	per lb.	50
Peptonized	per oz.	34
Manna, large flake	per lb.	85
small flake	per lb.	60
Mannit	per lb.	3 25
Marble Dust	per bbl.	1 75
Meconin, in ½-oz. vials	per oz.	20 00
Menthol, Jap	per lb.	6 50
cryst., P. D. & Co.	per oz. incl.	64
Mercurol, ¼-oz. vials	per oz.	1 60
½-oz. vials	per oz.	1 55
1-oz. vials	per oz.	1 50
Mercury, Acetate	per oz.	38
Ammoniated	per lb.	1 13
Bichloride	per lb.	91
Bisulphate	per lb.	69
Iodide, red	per oz.	25
Metallic	per lb.	74
distilled	per lb.	85
Protiodide	per oz.	23
Salicylate	per oz.	27
Subsulphate	per oz.	15
with chalk	per lb.	44
Metacarbol (photo. developer)	per oz.	45
Milk, Sugar, cryst	per lb.	23
powd	per lb.	20
in 50-lb. lots	per lb.	18
Morphia Acetate, P. & W., ¼'s	per oz.	2 60
Muriate, N. Y. Q., ¼'s	per oz.	2 60
P. & W., ¼'s	per oz.	2 60
Sulphate, N. Y. Q., ¼'s	per oz.	2 60
ozs.	per oz.	2 35
P. & W., ¼'s	per oz.	2 60
ozs.	per oz.	2 35
Rosengarten's	per oz.	2 35
Mallinckrodt's ¼'s,	per oz.	2 60
ozs.	per oz.	2 35
Moss, Iceland	per lb.	12
Irish, bleached	per lb.	16
Musk, Chinese	per oz.	35
Tonquin, grain extra	per dr.	4 00
Mustard, yellow, Eng., powd	per lb.	30
Naphthalin, balls, in bbl. lots	per lb.	3¼
in flakes, in bbl. lots	per lb.	3¼
pure	per oz.	25
sticks, in bbl. lots	per lb.	5
Naphthol, Beta	per oz.	10
Benzoate	per oz.	22
Nickel, Acetate	per oz.	30
Bromide	per oz.	37
Carbonate	per lb.	1 65
Chloride	per oz.	19
Metallic	per lb.	85
Nitrate	per oz.	19
Oxalate	per oz.	21
Nickel (*cont'd*) Oxide, blk., c. p.	per oz.	$0 24
Sulphate	per oz.	10
	per lb.	30
and Ammonium sulphate	per lb.	22
Nutmegs	per lb.	35
powd	per lb.	40
Nux Vomica, powd	per lb.	18
rasped	per lb.	16
Oakum, surgeon's	per lb.	18
Oil Almonds, bitter	per oz.	60
sweet, Eng	per lb.	50
Amber, crude	per lb.	25
rect	per lb.	40
Animal, Dippel's	per lb.	30
Anise	per lb.	1 50
Bay	per lb.	4 50
Bergamot	per lb.	2 50
Cade	per lb.	40
Cake	per lb.	3
in bags	per lb.	1½
Cajuput	per lb.	80
Camphor	per lb.	20
Capsicum	per oz.	50
Caraway Seed	per lb.	1 75
Cassia	per lb.	1 10
Castor	per gal.	1 10
XXX in 5-gal. cans incl.	per gal.	92
Machine	per gal.	85
Cedar, pure	per lb.	75
Chaulmoogra	per lb.	2 75
Cherry Laurel	per oz.	35
Cinnamon Bark, Ceylon	per oz.	75
Citronella	per lb.	85
Cloves	per lb.	1 50
Cocoanut	per lb.	15
Cod-liver, Norwegian	per gal.	4 50
	per bbl.	125 00
Copaiba, pure	per lb.	1 15
Coriander	per oz.	75
Cottonseed	per gal.	65
Croton	per lb.	1 40
Cubeb	per lb.	1 25
Ergot	per oz.	10
Erigeron	per lb.	1 25
Eucalyptus	per lb.	85
Fennel	per lb.	1 75
Fusel, rectified	per lb.	80
Goose	per lb.	50
Hemlock, pure	per lb.	75
Juniper Berries	per lb.	1 25
Wood	per lb.	40
Lard, extra	per gal.	80
in bbls	per gal.	71
No. 1	per gal.	55
in bbls	per gal.	46
No. 2	per gal.	53
in bbls	per gal.	44
Lavender Flowers	per lb.	2 00
Garden	per lb.	85
Spike	per lb.	1 00
Lemon	per lb.	1 10
Lemongrass	per lb.	2 50
Linseed, boiled	per gal.	40
in bbls	per gal.	37
Raw	per gal.	39
in bbls	per gal.	36
Male Fern, ethereal	per oz.	18
Mustard, Essential	per oz.	50
Neatsfoot	per gal.	75
Neroli, Bigarade, best	per oz.	2 50
Orange, Bitter	per oz.	3 00
Sweet	per oz.	2 00
Olive, Malaga	per gal.	85
in bbls	per gal.	65
Salad, finest	per gal.	2 75
Origanum, pure		45
Palm	per lb.	18
Pennyroyal	per lb.	1 75
Peppermint, Wayne County	per lb.	4 25
Western	per lb.	3 25
Pimento	per lb.	2 25
Pinus Sylvestris, German	per lb.	1 00
Poppy	per lb.	35
Rhodium, true	per oz.	65
Rose Geranium	per oz.	65
Kissanlik	per oz.	6 50
Rosemary Flowers	per lb.	1 00
Rue	per oz.	25
Sandalwood, English	per lb.	5 50
German	per lb.	2 75
Sassafras	per lb.	65
Savin	per lb.	90
Skunk	per lb.	50
Spearmint	per lb.	5 00
Sperm	per gal.	1 00
Tansy	per lb.	3 50
Thyme, white	per lb.	1 30
Wine, heavy	per lb.	8 10
light	per lb.	3 50
Wintergreen, pure	per lb.	2 25
synthetic	per lb.	70
Wormseed, Baltimore	per lb.	3 00
Western	per lb.	1 90
Wormwood, No. 1	per lb.	4 50
No. 2	per lb.	3 00
Orange Apples	per lb.	12
Peel, Curacao discs	per lb.	15
ground	per lb.	15
Orange (*cont'd*), Peel, Curacao ribbon,	per lb.	$0 22
Sicily	per lb.	14
Peel, Sicily, ground	per lb.	15
Ortol	per oz.	75
Pancreatin, pure	per oz. incl.	45
Papain, in 1-oz. vials	per oz.	1 10
Papoid	per oz. incl.	2 00
Paraffine Wax	per lb.	12 to 14
Paraldehyde	per lb.	1 50
Pelletierine Tannate, in 15-gr. vls.	pr vial.	40
Pepper, Black	per lb.	20
powd	per lb.	22
White	per lb.	24
powd	per lb.	28
Phenacetine	per oz.	1 00
Phenocol Hydrochlorate	25 gm. incl.	1 50
Pilocarpine Muriate,		
in 5, 10, and 15 gr. vls.	per gr.	6
Nitrate, in 5, 10, and 15-gr. vls.,	per gr.	6
Piperazine	10 gm. vial.	1 50
in ½-oz. and 1-oz. vials	per oz.	4 25
Piperine	per oz.	60
Pitch, black	per lb.	6
Burgundy	per lb.	10
Plaster, Lead	per lb.	38
Mercury, U. S. P.	per lb.	1 00
Plaster-of-Paris, dental	per bbl.	2 00
Platinum and Potassium chloride,		
in 15-gr. vials	per doz.	5 00
Plumbago	per lb.	8
Podophyllin	per oz.	30
Poppy Heads	per lb.	18
Potassium Acetate	per lb.	32
Bicarbonate	per lb.	13
Bichromate	per lb.	15
Bitartrate, in 50-lb. lots	per lb.	26
Bromide	per lb.	35
Rosengarten's	per lb.	35
Carbonate	per lb.	11
Caustic pure by alcohol	per lb.	50
White, sticks	per lb.	28
Chlorate, cryst	per lb.	14
gran	per lb.	18
powd	per lb.	17
Citrate	per lb.	44
Cyanide, c. p.	per lb.	39
fused	per lb.	32
Glycerinophosphate	per oz.	34
Hypophosphite	per lb.	65
Iodide	per lb.	2 40
Rosengarten's	per lb.	2 40
Nitrate, cryst	per lb.	10
in kegs	per lb.	7
powd	per lb.	12
Permanganate, cryst.,	per lb. incl.	22
Prus late, red	per lb.	60
yellow	per lb.	20
Salicylate	per oz.	15
Sulphide	per lb. incl.	25
Powder, Insect, in kegs	per lb.	21
50 lbs	per lb.	22
25 lbs	per lb.	23
in 10-lb. tins	per lb.	27
Propylamine, pure liquid	per oz.	50
Muriate	per oz.	3 50
Pyoktanin	per oz.	1 50
Quinidine Sulph	per oz.	60
Quinine Bisulphate	per oz.	37
Hydrobromate	per oz.	59
Muriate	per oz.	59
Salicylate	per oz.	59
Sulphate, bulk, 100-oz. lots	per oz.	27
1-oz. cans	per oz.	35
N. Y. Q.	oz. vials.	37
	oz. cans.	35
P. & W.	oz. bots.	37
in 5-oz. tins	p. oz.	32
German	per oz. vial.	37
in 5-oz. cans	per oz.	32
Java, 100-oz. cans	pr oz.	26
Rosengarten's	per oz.	37
in 5-oz. cans	per oz.	32
Valerianate, in 1-oz. ctr.	per oz.	62
Red Precipitate	per lb.	1 12
Resin, E	per bbl. 280 lbs. gross.	3 75
G	per bbl. 280 lbs. gross.	4 00
WG	per bbl. 280 lbs. gross.	6 00
Resorcin, recryst	per oz.	17
	per lb.	1 60
resublimed	per oz.	66
Rheumatin	per oz.	1 15
Root, Aconite	per lb.	25
Alkanet	per lb.	18
Angelica	per lb.	25
Arnica	per lb.	30
Ava (Kava Kava)	per lb.	40
Belladonna	per lb.	28
Berberis Aquifol	per lb.	27
Blackberry	per lb.	20
Blood	per lb.	20
Burdock	per lb.	18
Calamus, White, peeled	per lb.	45
powd	per lb.	30
Canada Snake	per lb.	35
Cohosh, Black	per lb.	14

Root (*cont'd*), Cohosh, Blue.....per lb. $0 18
Colchicum.....per lb. 25
Columbo.....per lb. 20
powd.....per lb. 25
Comfrey.....per lb. 23
powd.....per lb. 30
Culvers.....per lb. 25
powd.....per lb. 30
Dandelion, American.. .....per lb. 17
German..... per lb. 22
Elecampane.....per lb. 11
powd.....per lb. 15
Galangal..... per lb. 15
powd.....per lb. 20
Gelsemium.....per lb. 20
Gentian.....per lb. 12
ground.....per lb. 13
powd .....per lb. 12
Ginger, African.....per lb. 13
ground.....per lb. 14
50 lbs..per lb. 12
Jamaica .....per lb. 15
ground .....per lb. 20
Ginseng.....per lb. 6 00
Golden-seal .....per lb. 85
powd .....per lb. 88
Hellebore, Black .....per lb. 25
White, powd.....per lb. 10
Indian Hemp, Black.....per lb. 35
Turnip.....per lb. 26
powd.....per lb. 35
Ipecac .....per lb. 2 00
powd.....per lb. 2 00
Jalap, powd.....per lb. 30
Lady's-slipper .....per lb. 28
Licorice, Russian, bundles ...per lb. 18
cut, peeled..per lb. 25
powd .....per lb. 23
Spanish, powd.....per lb. 12–14
Lovage, select.....per lb. 25
Male-fern.....per lb. 25
powd. ... .per lb. 33
Mandrake.....per lb. 18
powd .....per lb. 20
in 50-lb. lots ..per lb. 18
Marshmallow, cut .....per lb. 35
powd.....per lb. 30
Musk .....per lb. 30
Orris, fingers, select.....per lb. 1 00
Florentine .....per lb. 16–18
powd.....per lb. 20–22
Verona... .....per lb. 12–14
powd.....per lb. 15–18
Pink .....per lb. 35
powd.....per lb. 40
Pleurisy.....per lb. 28
Poke .....per lb. 20
Pond Lily, White.....per lb. 25
Yellow.....per lb. 28
Rhatany .....per lb. 28
Rhubarb, East India.....per lb. 75
fingers, select..per lb. 1 75
powd, best ....per lb. 1 00
Sarsaparilla, Hond.....per lb. 35
Mex.....per lb. 20
Senega.....per lb. 90
Skunk Cabbage, powd.....per lb. 26
Snake, Canada.....per lb. 35
Virginia ..... per lb. 55
powd.....per lb. 60
Spikenard .....per lb. 22
powd.....per lb. 30
Squill..... per lb. 17
powd.... ....per lb. incl. bot. 45
Stillingia, ground..... .....per lb. 25
Unicorn, False .....per lb. 45
True.....per lb. 35
Valerian, English. ..... per lb. 30
powd.....per lb. 35
German.....per lb. 20
powd. .....per lb. 25
Yellow Dock.....per lb. 17
Zedoary.....per lb. 20
ground.....per lb. 25
Rubidium Iodide..... ....per oz. 1 00
and Ammon. bromide, ⅛ oz.
vials.....per oz. 2 75
Saccharin.....per pkg. 40
Sal Crab Orchard.....per lb. 24
Epsom .. .. per lb. 3
in bbl. lots..... ....per lb. 1½
Glauber.....per lb. 3
in bbl. lots.....per lb. 1
Rochelle.....per lb. 28
boxes 50 lbs..... per lb. 26
Soda..... .....per lb. 3
in bbl. lots.....per 100 lbs. 85
Salicin..... .....per lb. 4 50
Salipyrine.. .....per oz. 80
Salochinin..... per oz. 1 15
Saloform tablet .....per oz. 1 00
Salol.....per oz. 16
per lb. 1 50
Salophen.....per oz. 1 00
Santonin .....per oz. 56
Scopolamine Hydrobrom.,
in 5-gr. tubes.....per gr. 15
in 15-grain tubes.....per gr. 13

Seeds, Ambrette.....per lb. $0 60
Angelica.....per lb. 80
Anise, German.....per lb. 15
Italian.....per lb. 15
powd..... per lb. 20
Star.....per lb. 25
Annatto.....per lb. 15
Bird, mixed, 1-lb. cartons..per doz. 72
Burdock .....per lb. 15
Canary, Sicily.....per lb. 7½
in bag lots .....per lb. 6½
Smyrna.....per lb. 7
in bag lots.....per lb. 5½
Caraway.....per lb. 12
Dutch .....per lb. 14
powd .....per lb. 20
Cardamom, Aleppo..... per lb. 80
Malabar.....per lb. 90
Mangalore.....per lb. 1 25
Cedron.....per lb. 1 00
Celery.....per lb. 15
powd .....per lb. 20
Colchicum..... ... per lb. 70
powd .....per lb. 75
Conium.....per lb. 28
Coriander, English .....per lb. 10
German.....per lb. 8
powd ....per lb. 15
Cumin .....per lb. 16
Dill ....per lb. 24
Fennel .....per lb. 15
powd.....per lb. 18
Flax .....per lb. 4
200-lb. bbl., per lb. 2½
ground.....per lb. 4
Flea.....per lb. 30
Fœnugreek, powd .....per lb. 10
in keg lots.per lb. 5
Grains Paradise.....per lb. 30
Hemp .....per lb. 5
in bag lots.....per lb. 4
Henbane .....per lb. 40
Jambul .....per lb. 1 25
powd .....per lb. 1 50
Jequirity, powd .....per lb. 1 00
Job's Tears .....per lb. 50
Larkspur.....per lb. 75
Lobelia .....per lb. 75
powd .....per lb. 85
Lovage.....per lb. 75
Millet, American.....per lb. 5
Mustard, Black, Trieste.....per lb. 8
White.....per lb. 6
Parsley .....per lb. 20
Poppy, Blue .....per lb 12
White .....per lb 20
Pumpkin. .... per lb. 30
Quince, German.....per lb. 50
Russian .....per lb. 45
Rape, English.....per lb. 6
German.....per lb. 5
Sabadilla.....per lb. 22
powd .....per lb. 30
Stavesacre .....per lb. 20
powd.....per lb. 30
Stramonium .....per lb. 18
powd . ..... per lb. 27
Strophanthus, brown.....per lb. 1 00
green.....per lb. 2 00
Sunflower..... per lb. 8
Water-fennel. .....per lb. 25
powd.....per lb. 35
Watermelon.....per lb. 22
Worm, American . .....per lb. 11
powd .....per lb. 18
Levant .....per lb. 20
powd .....per lb. 25
Seidlitz Mixture..... .....per lb. 24½
in 50-lb. lots.....per lb. 22½
Silver Nitrate, cones (lunar caustic) per oz. 66
cryst..... .....per oz. 54
fused.....per oz. 56
Chloride.....per oz. 84
Oxide .....per oz. 1 14
Snuff, Maccaboy .....per lb. 48
Rappee .....per lb. 48
Scotch .....per lb. 48
Soap, Castile, mottled, com'l.....per lb. 9
pure .....per lb. 11
white, Conti's.....per lb. 15
in 40-lb. boxes.per lb. 12
powd.....per lb. 30
Green, American..... ....per lb. 12
German, in 2-lb. and 5-lb.
jars.....per lb. 31–35
Marseilles .....per lb. 16
Whale oil.....per lb. 7–8
Soda Ash .....per lb. 5
Sodium, Metallic, in 1-oz. g s. vial and case
per oz. 25
Acetate, pure granular....per lb. 15
Arsenate..... .. ..per lb. 40
commercial.....per lb. 18
Arsenite.....per oz. 12
Benzoate, granular or powd.,
per lb. 58
Biborate, calcined (see Borax).
Bicarbonate, chances .....per lb. 10

Sodium (*cont'd*) Bicarbonate, chances
in kegs, per lb. $0 07½
Natrona per lb. 3½
in kegs, per lb. 2
c. p...per lb. 18
Bisulphite.....per lb. 18
solution .....per lb. 12
Bromide.....per lb. 42
Carbonate, dried, c. p.....per lb. 30
purified.per lb. 20
Chlorate, pure cryst.&gran.per lb. 25
Choleate..... per oz. 22
Citrate, cryst. and gran .per lb. 45
Glycerinophos., 75%.....per oz. 34
Hydrate (caustic soda) byalc.,
c. p..per lb incl 59
fused, pure,
per lb. incl. 34
Hypophosphite..... per lb. 63
Hyposulphite..... .....per lb. 5
in keg lots..per lb. 2½
c. p.....per lb. 12
Iodide..... .....per lb. 3 15
per oz. 27
Phosphate, cryst.....per lb. 9
dried, powd....per lb. 22
gran.....per lb. 10
Salicylate, bulk.....per lb. 45
c. p. .....per lb. 55
Sulphate (see sal Glauber) in bbl.
lots .....per lb. 1
dried, pure.....per lb. 12
pure, gran...per lb. incl. 12
Sulphite, dried, powd.. per lb. 12
Sulphocarbolate.....per lb. incl. 52
Sparteine Sulphate.....15-gr. vial. 12
Spermaceti.. ....per lb. 35
Spermin, Poehl, for Hypod. Inject.,
boxes 4x1 Cc. tubes. ea. 3 00
for Internal Use,
boxes 4x1 Cc. tubes.ea. 3 00
Spts. Ammonia .....per lb. 50
Aromatic.....per lb. 53
Eth. Nit. U. S. P.....per lb. 52
Lavender Comp.....per lb. 51
Strontium Acetate .....per oz. 16
Bromide.....per oz. 12
per lb. 65
Iodide .....per oz. 29
Lactate.....per oz. 16
Nitrate.....per lb. 15
Salicylate.....per oz. 12
Strophanthin, 5-gr. vial incl.....per gr. 30
Strychnia, cryst., ⅛'s.....per oz. 1 40
powder, ⅛'s .....per oz. 1 35
Nitrate, ⅛'s .....per oz. 1 65
Sulphate, cryst.. ⅛'s....per oz. 1 35
powder, ⅛'s. per oz. 1 35
Stypticin, in 15-gr. vials .....per vial. 30
Sulphonal (25 ozs., $1.25) .....per oz. 1 35
Sulphur, Flor.....per lb. 3½
in bbl. lots.....per lb. 2½
Iodide .....per oz. 39
Lac. precip. .....per lb. 12
Roll..... .....per lb. 3¼
in bbl. lots .....per lb. 2 4-10
washed.....per lb. 10
Syrup Rock Candy..... .....per gal. 60
Talcum (see Chalk, French).
Tamarinds.....per lb. 15
pulp .....per lb. 40
Tannalbin ....per oz 80
Tablets, 5 grs., 100 in bot. per bot. 1 00
Veterinary .... per oz. 65
Tannigen ....per oz. 80
Tannoform ....per oz. 20
Taploca, East India.....per lb. 8
Tar, Barbadoes.....per gal. 60
Birch .....per lb. 25
Pine .....per doz. pints. 75
Tartar Emetic.. .....per lb. 36
powd ....per lb. 36
Terebene .....per lb. 65
per oz. 14
Terpin Hydrate.....per oz. 9
Terpinol.....per oz. incl. 47
Terra Alba .....per lb. 5
Thalline Sulphate..... .. per oz. 3 00
Theine, ⅛'s.....per oz. 55
Theobromine, Alkaloid.....per oz. 2 04
Salicylate, true salt. per oz. 2 54
Thermol ....per oz. 75
Thilanin, in 1-lb. tins.....per lb. 1 75
Thioform.....per oz. 80
Thiocol ....per oz. 1 40
Tablets, 5-gr., 100 in bot....per bot. 1 75
Thiosinamine ....per oz. 64
Thymol .....per lb. 2 45
per oz. 23
Thyraden Knoll. .....per oz. 1 30
Tablets, 2-gr., 100 in bot.
per bot. 52
Thyroidin, 1-oz. vials .....per oz. 1 25
Tin, Metallic, feathered.....per lb. 75
pure granulated.....per lb. 1 65
powdered.....per lb. 1 00
sticks.....per lb. 1 00
Muriate, cryst.....per lb. 85

Tin (*cont'd*) Metallic, Muriate, cryst, c. p.	per lb.	$0 60
solution,	per lb.	20
white	per lb.	80
Toluene	per lb.	60
Traumaticin, Sol. Gutta Percha	per oz.	24
Trimethylamine, 10-per-cent sol	per oz.	55
Hydrochlor. ½-oz.	per oz.	3 50
Trional (25 ozs., $1.40)	per oz.	1 50
Trioxymethylene (Paraform)	per oz.	30
Triphenin	per oz.	50
Tripoli, bulk	per lb.	5
Mount Eagle	per doz.	60
Tropacocaine Hydrochlor., 5-gr. and 15-gr. vials	per gr.	4
Turpentine	per gal.	65
Chian, oz. jars incl	per oz.	45
Venice	per lb.	28
White (gum thus)	per lb.	10
Unguentum Crédé, in ½ ozs. only	per oz.	90
Uranium, Acetate, in 1-oz. vials	per oz.	54
Chloride, in 1-oz. vials	per oz.	42
Nitrate, in 1-oz. vials	per oz.	37
Oxide	per oz.	33
Sulphate, in 1-oz. vials	per oz.	47
Urea, pure cryst	per oz.	32
Urethane	per oz.	54
Uricedin, 5-oz. pkgs	ea.	1 38
Uropherin	per oz.	2 50
Urotropin	per oz.	60
Tablets, 7½-grs. each, 20 in box,	per box.	25
Vanillin, in 1-oz. vials	per oz.	1 00
Veratrin, pure, in ⅛-oz. vials	per oz.	2 75
Sulphate, in ⅛-oz. vials	per oz.	2 90
Verdigris, powd	per lb.	35
Ex. dry	per lb.	40
Distilled cryst	per lb.	50
Veronal (Diethylmalonylurea), Merck	per oz.	2 00
Water, Bitter Almond, distilled	per lb.	30
Water (*cont'd*) Cherry Laurel	per lb.	$0 30
Chlorine	per lb.	30
Distilled	per gal.	15
Elder Flower	per lb.	35
Lycetol-Bayer, Gout. qts	per doz.	5 50
Orange Flower, triple	per lb.	25
Piperazin, Gout, qts	per doz.	5 25
Rose, triple	per lb.	25
Chiris', in gal. bots	per gal.	2 00
Wax, Bayberry	per lb.	30
Bees, yellow, refined	per lb.	38
in ozs	per lb.	42
white, Star	per lb.	55
S. B	per lb.	35
Carnauba	per lb.	25–35
Fruit Can, red	per lb.	4
Japan	per lb.	20
Mineral Ceresin, yellow	per lb.	20
white	per lb.	25
White Precipitate	per lb.	1 18
powd	per lb.	1 23
Whiting, Gilder's	per lb.	3
Spanish	per lb.	2½
Thomas's, Superfine, in ½-lb. pkgs., 2 doz. in box	per box.	75
Wood, Brazil, ground	per lb.	6
Camwood	per lb.	8
Fustic, cut	per lb.	4
ground	per lb.	5
Guaiac, rasped	per lb.	6
Hypernic	per lb.	6
Logwood, chip	per lb.	4
ground	per lb.	5
Nic	per lb.	5
Quassia, chip	per lb.	10
ground	per lb.	15
powd	per lb.	20
Quercitron	per lb.	5
Red, cut	per lb.	6
Red Saunders, ground	per lb.	8
Naphtha (Pyroxylic spirit)	per lb.	27
Xylene, Xylol	per lb.	$0 60
Yohimbin, ½ and 1-gramme vials	per gm.	10 00
Tablets (10 in tube)	per tube.	1 00
Zinc, Acetate, 1-lb. cartons	per lb.	26
Benzoate, 1-oz. vials	per oz.	24
Borate	per oz.	24
Bromide, 1-oz. vials	per oz.	17
Carbolate, 1-oz. vials	per oz.	24
Carbonate, precip. pure, 1-lb. cartons	per lb.	25
Chloride, fused	per lb.	30
1-oz. vials	per oz.	10
c. p., gran	per lb.	30
1-oz. vials	per oz.	10
sol. com'l	per lb.	12
medicinal	per lb.	19
Cyanide, 1-oz. vials	per oz.	24
Ferrocyanide, 1-oz. vials	per oz.	24
Hypophosphite, 1-oz. vials	per oz.	29
Iodide, 1-oz. vials	per oz.	37
Lactate, 1 oz. vials	per oz.	21
Metallic, c. p., in sticks	per lb.	45
pure	per lb.	22
Nitrate, pure	per lb.	1 00
Oxide, true, 1-lb. cartons	per lb.	12
c. p., 1-lb. cartons	per lb.	30
English, Hubbuck's	per lb.	45
Permanganate, 1-oz. vials	per oz.	49
Phosphate	per lb.	82
1-oz. cartons	per oz.	10
Phosphide, 1-oz. vials	per oz.	23
Salicylate, white, 1-oz. vials	per oz.	19
Subgallate	per oz.	24
Sulphate, cryst., 1-lb. cartons	per lb.	10
c. p. (cryst)	per lb.	13
Sulphide, 1-oz. vials	per oz.	16
Sulphite, 1-oz. vials	per oz.	19
Sulphocarbolate	per lb.	50
1-oz. cartons	per oz.	9
Tannate, 1-oz. vials	per oz.	24
Valerianate, 1-oz. vials	per oz.	20

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